

# STATE OF MONTANA TERM CONTRACT

Department of Administration  
State Procurement Bureau  
165 Mitchell Building  
PO Box 200135  
Helena, MT 59620-0135  
Phone: (406) 444-2575 Fax: (406) 444-2529  
TTY Users-Dial 711  
<http://gsd.mt.gov/>

**T.C. #: NASPO-TC-VWR-SPB01337**

**Title: Cooperative Laboratory Equipment and Supplies**

**This is a non-exclusive contract.**

CONTRACT TERM	FROM	September 16, 2010	CONTRACT STATUS	NEW (x)
	TO	June 30, 2013		RENEW ( )
VENDOR ADDRESS	VWR International LLC 1050 Satellite Blvd 30024 Suwanee, GA 30024		ORDER ADDRESS	Web Based Ordering <a href="http://www.vwr.com">www.vwr.com</a>
ATTN:	Steve Villines		ATTN:	
PHONE:	559-430-5684		PHONE:	
FAX:			FAX:	
E-MAIL:	Steve_villines@vwr.com		E-MAIL:	

**PRICES:** Full Line Catalog of Laboratory Equipment and Supplies  
Unit Price Limit: Items with a unit cost of **\$75,000** or less, after discount applied

**DELIVERY:** Minimum order: No Minimum

**F.O.B.:** Prices are F.O.B. Destination, dockside delivery, unless otherwise specified.

**TERMS:** Contractor will accept VISA and MasterCard Purchasing/Procurement Cards.  
Contractor will invoice the Ordering Entity directly.  
The contract number must be listed on all invoices.

**REMARKS:** This is a NASPO Cooperative Contract; Idaho is lead state.

IFB/RFP No.: RFP02268

Penny Moon, CONTRACTS OFFICER



DATE: 9/16/2010

**PARTICIPATING ADDENDUM**

[hereinafter "Addendum"]

For

**NASPO**

**COOPERATIVE LAB SUPPLY CONTRACT**

**MASTER PRICE AGREEMENT NUMBER SBPO1337**

Between

VWR International

[hereinafter "Contractor"]

and

State of Montana

[hereinafter "Participating State" or "Participating Entity" (if not a state)]

NASPO-TC-VWR-SPB01337

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**1. Scope**

This Addendum covers the NASPO Coop Lab Supply Contracts 2010-2015 led by the State of Idaho for use by state agencies and other entities located in the Participating State authorized by that state's statutes to utilize state contracts.

**2. Participation**

Use of specific NASPO cooperative contract by state agencies, political subdivisions and other entities (including cooperatives) authorized by an individual state's statutes to use state contracts are subject to the approval of the respective State Chief Procurement Official. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.

**3. Changes:**

**ACCESS AND RETENTION OF RECORDS:** The Contractor agrees to provide the Participating State, Legislative Auditor, or their authorized agents, access to any records necessary to determine contract compliance. (Section 18-1-118, Montana Code Annotated (MCA)). The Contractor agrees to create and retain records supporting the services rendered or supplies delivered for a period of three years after either the completion date of the Addendum or the conclusion of any claim, litigation, or exception relating to the Addendum taken by the State of Montana or third party.

**ASSIGNMENT, TRANSFER AND SUBCONTRACTING:** The Contractor shall not assign, transfer or subcontract any portion of the Addendum without the express written consent of the Participating State. (Section 18-4-141, MCA.)

**REDUCTION OF FUNDING:** The Participating State must terminate this contract if funds are not appropriated or otherwise made available to support

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the State's continuation of performance in a subsequent fiscal period. (Section 18-4-313(4), MCA)

**VENUE:** This Addendum is governed by the laws of Montana. The parties agree that any litigation concerning this Addendum, must be brought in the First Judicial District in and for the County of Lewis and Clark, State of Montana, and each party shall pay its own costs and attorney fees. (Section 18-1-401, MCA.)

**4. Continuation of Participation:**

To the extent permitted by the laws and rules of the state in which an individual participating entity is located, valid participating addenda in either the WSCA Lab Supply Contract and/or the NASPO HELP contracts (both of which are being replaced by this NASPO cooperative contract) are extended to include participation in the NASPO Coop Lab Supply Contracts 2010-2015 under the same terms and conditions in the current participating addendum.

If re-execution of a participating addendum or amendment to an existing participating addendum is required by a participating entity, the authorization to participate in either the WSCA Lab Supply Contract and/or the NASPO HELP contracts is sufficient to permit participation in the NASPO Coop Lab Supply Contracts 2010-2015, unless specifically denied by the appropriate chief state procurement official.

**5. Lease Agreements**

No Leasing Is Authorized Under this Addendum.

**6. Primary Contacts**

The primary government contact individuals for this Addendum are as follows (or their named successors):

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Lead State

Name: Sarah Hilderbrand  
Address: Idaho Dept of Administration, Division of Purchasing  
PO Box 83720, Boise, ID 83702  
Telephone: 208.332.1612  
Fax: 208.327.7465  
E-mail: [sarah.hilderbrand@adm.idaho.gov](mailto:sarah.hilderbrand@adm.idaho.gov)

Contractor

Name: Steve Villines  
Address: 3745 Bayshore Blvd, Ste D, Brisbane, CA 94005  
Telephone: 559-430-5684  
Fax:  
E-mail: [steve\\_villines@vwr.com](mailto:steve_villines@vwr.com)

Participating State (or entity)

Name: Penny Moon  
Address: State of Montana, State Procurement Bureau  
PO Box 200135, Helena MT 59620-0135  
Telephone: 406-444-3313  
Fax: 406-444-2529  
E-mail: [pmoon@mt.gov](mailto:pmoon@mt.gov)

**7. Servicing Subcontractors:**

Servicing subcontractors are not authorized under this agreement.

**8. Compliance with reporting requirements of the "American Recovery and Reinvestment Act of 2009" ("ARRA"):** If or when Contractor is notified by ordering entity that a specific purchase or purchases are being made with ARRA

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funds, Contractor agrees to comply with the data element and reporting requirements as currently defined in Federal Register Vol 74 #61, Pages 14824-14829 (or subsequent changes or modifications to these requirements as published by the Federal OMB). Ordering entity is responsible for informing Contractor as soon as the ordering entity is aware that ARRA funds are being used for a purchase or purchases. Contractor will provide the required report to the ordering entity with the invoice presented to the ordering entity for payment. The Contractor, as it relates to purchases under this contract, is not a subcontractor or subgrantee, but simply a provider of goods and related services.

**All purchase orders issued by purchasing entities within the jurisdiction of this Addendum must include the Participating State contract number: NASPO-TC-VWR-SPB01337 and the Master Price Agreement Number: SBPO1337.**

This Addendum and the Master Price Agreement together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this Addendum and the Master Price Agreement, together with its exhibits, shall not be added to or incorporated into this Addendum or the Master Price Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this Addendum and the Master Price Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms. This Addendum applies only in the jurisdiction of the Participating State or Participating Entity which has executed this Addendum.

IN WITNESS WHEREOF, the parties have executed this Addendum as of the date of execution by Contractor below.

PARTICIPATING ADDENDUM

[hereinafter "Addendum"]

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**Signatures as required by State Statutes, Rules or Policies**

STATE OF MONTANA  
GENERAL SERVICES DIVISION  
PO BOX 200135  
HELENA MT 59620-0135

VWR INTERNATIONAL LLC  
1050 SATELLITE BLVD 30024  
SUWANNEE GA 30024  
FEDERAL ID # 91-1319190

BY: Marvin Eicholtz, Division Administrator  
(Name/Title)

BY: Lewis McMillan

(Name/Title)

(Signature)

(Signature)

DATE:

9/16/10

DATE: 9/13/2010

Approved as to Legal Content:

Legal Counsel

(Date)

Bill To:  
State of Idaho  
\*\*\*\*

Send invoices to the address listed  
below or as indicated in the  
comments or instructions field  
Boise, ID 83720-0075



State  
of  
Idaho

THIS NUMBER MUST APPEAR  
ON ALL DOCUMENTS

Statewide Blanket Purchase  
Order  
SBPO1337

Statewide Blanket Purchase Order

DELIVER TO: State of Idaho Various Agencies  
Various State Agencies  
located throughout Idaho  
\*\*\*  
Various, ID 83701  
Mark.Little@adm.idaho.gov

Date: Fri Jul 16, 2010

F.O.B: Destination  
Terms:

VENDOR:

VWR INTERNATIONAL  
6701 N. Alva Ave  
Fresno, CA 93711  
Attn: Director  
Emailed To:  
Phone:  
Fax:  
Account Number: P00000092636

Start of Service Thu Jul 01, 2010  
Date  
Sun Jun 30, 2013

End of Service  
Date:

RFQ#: RFP02282  
DOC#: PREQ17878

File Attached:

- ☐ RFP02268 NASPO Lab Equipment Supplies Response.doc
- ☐ RFP 02268 Discount Schedule FINAL.xlsx
- ☐ RFP 02268 LIST PRICE FILE.xlsx
- ☐ RFP EXHIBIT 1 -Current NASPO SPQs.xls

Buyer: SARAH HILDERBRAND 208-332-1612

Item No	Description	Quantity UOM	Unit Price	EXTENSION
000	BLANKET PURCHASE AGREEMENT ( line item particulars follow )	1 lot		3000000.00
Total:				3000000.00
Blanket Comments:				
Item No	Description	Quantity UOM	Unit Price	EXTENSION
1	LABORATORY EQUIPMENT AND SUPPLIES for NASPO PARTICIPATING STATES ( 490-00 ) ( nt )	1 LOT	3000000.00	3000000.00
.....NOTICE OF STATEWIDE CONTRACT (SBPO) AWARD				
Multi-state Contract for Laboratory Equipment and Supplies, as needed, for the benefit of Idaho Agencies, institutions and departments, and eligible political subdivisions or public agencies as defined by Idaho Code, Section 67-2327. This Contract is also available to participating NASPO states and their authorized entities. The Division of Purchasing or the requisitioning entity will issue individual release (delivery or purchase) orders against the Contract on an as needed basis. NASPO states which desire to participate will execute a Participating Addendum with Contractor.				
General Comments:	Contract Title:..... Multi-state Laboratory Equipment and Supplies			
	Contract Usage Type:.....Open Contract [I.C. 67-5717(9)]			
	Public Agency Clause: .....Yes			
	Contract Administration:.... Sarah Hilderbrand			
	—Phone Number:.....208-332-1612			
	—E-Mail:.....sarah.hilderbrand@adm.idaho.gov			
Contractor's Primary Contact				
	---Attn:.....Steve Villines			
	---Address:..... 3745 Bayshore Blvd; Ste D			

---City, State, Zip:.....Brisbane CA 94005  
Phone Number:..... 559-430-5684  
E-Mail:..... steve\_villines@vwr.com

**CONTRACTOR:** Ship to the FOB DESTINATION point and BILL DIRECTLY to the ORDERING AGENCY. DO NOT MAIL INVOICES TO THE DIVISION OF PURCHASING. Notating the Contract Award Number on any invoices/statement will facilitate the efficient processing of payment.

**QUANTITIES:** The State of Idaho, Division of Purchasing can only give approximations of quantities and will not be held responsible for figures given in this document.

**THIS CONTRACT, (including any files attached), CONSTITUTES THE STATE OF IDAHO'S ACCEPTANCE OF YOUR SIGNED BID, QUOTATION, OR OFFER (including any electronic bid submission), WHICH SUBMISSION IS INCORPORATED HEREIN BY REFERENCE AS THOUGH SET FORTH IN FULL.**

In the event of any inconsistency, unless otherwise provided herein, such inconsistency shall be resolved by giving precedence in the following order:

1. This Statewide Blanket Purchase Order document.
2. The state of Idaho's original solicitation document.
3. The Contractor's signed bid, quotation, or offer.

**INVOICES MUST BE SENT TO THE ORDERING ENTITY.**

**Instructions:**

**Freight / Handling Included in Price**

1: The extended unit price reflects the estimate for IDAHO only. The estimate for all NASPO participants is \$75,000,000.00

By: SARAH HILDERBRAND

[Print Award Document](#)

[PO Options](#)

No Approval Route Found

Award IF2010001337 has been scheduled for release on:  
Fri Jul 16 00:00:00 GMT-0700 (PDT) 2010.

Award Notifications are scheduled for release on:  
Fri Jul 16 00:00:00 GMT-0700 (PDT) 2010.



### Discount Schedule for NASPO RFP

Contract Pricing Coding	NASPO DISC %	Types of Products In PC Code, Not limited to:
PC0030	62.0%	VWR BRAND BOTTLE, CULTURE TUBES, JAR, PIPET, ICE PAN, MICROPIPET, VIAL, FUNNEL, TUBES
PC0040	37.5%	VWR BRAND FLASK, VIAL, CAP, FUNNEL, BEAKER, TUBE, BOTTLES, CYLINDER, DISH, JUG, CRUCIBLE
PC0050	20.0%	VWR CAP, COVERGLASS, DISTILLING FLASK, JAR, WORKSTATION, SUPPORT STAND, BOTTLES
PC0060	45.0%	BOTTLE, FLASK, COLUMN CHROM, ADAPTER VAC, GALSS JOINTS, JAR, TUBE, FUNNEL, VIAL, CONDENSER, CUBITAINER
PC0070	25.4%	FLASK, FUNNEL, ADAPTER, BOTTLE, TUBE, VIAL, CYLINDER, CONDENSER REFLUX, FLASK, PIPET, STOPPER
PC0080	7.0%	FLASK, TUBE, BOTTLE, VIAL, NMR TUBE, BEAKER GRIFFIN, VALVE SIZE, 5MM ULTRATHIN, VESSEL, PIPET, STOPCOCK SIZE
PC0090	10.0%	EXCLUSIVE: FILTER, VESSEL
PC0110	67.0%	VWR BRAND: TUBE, PLASTICS, PIPET TRANSFER, BOTTLE (HDPE, SAMPLE, WASH, PC), CONTAINER, PLATE PCR, BEAKER, FUNNEL, PETRI DISH, PCR (TUBE, PLATE), CYLINDER POLYPRO, PIPETTE, SLEEVE PTFE
PC0120	44.0%	VWR BRAND TUBE (MICRO, GRAD, MCRCNT, STRIP, SSPIN, W/CAP, CENT, 50ml), BOTTLE, BEAKER, CAP (INSERT, SILICONE), PLATE PCR, STOPPER PENNY, TEST TUBE, CARBOY LDPE, CASSETTE W, PIPET TRANS, FLASK, EVAPORATING DISH, RACK CRYO
PC0130	24.0%	VWR BRAND STOPPER, WASH BOTTLE, CARTRIDGE DESCNT, PIPET TRANS, PLATE, SCREW CAP
PC0140	48.0%	CAP, PIPET TRANSFER, BOTTLE, TUBE, CLOSURE, HISTO PLAS, CRYOELITE, PIPETTE GRAD, SCREW CAP, CASSETTE PROCES/EMBD, REDI-CAP FPE, JAR WIDE, TUBES MICROCENT
PC0150	29.3%	PLASCTIC BOTTLE (WASH, HDPE, WM, SQUARE..), CAP, FLASK ERLN, PLATE, TUBE CENT, JAR, VIAL, FUNNEL, CYLINDER GRADUATED, CLOSURE, BEAKER, CASSETTE, PIPET
PC0160	10.0%	PLATE, TUBE CENT, TEST TUBES, CAP KIM-KAP, BOTTLE ROLLER, VIAL, TUBES CULT, FLASK ERLNMEYER, FUNNEL, CRYOTUBE, CLOSURE DISP, DISH, CRYOVIAL CLOS, SLIDE CHAMBER
PC0170	12.0%	EXCLUSIVE PLATE, TUBE, CAP, PCR (PLATE, TUBE, STRP), TEST TUBE, MICROTUBE, STRIP PLATE, CRYO VIAL, PETRI DISH, AXYSAYER CAP, PIPETTE SERO, FLASK, CONTAINER, LID,
PC0190	32.5%	VWR BRAND GEL BOX, CASTING SYSTEM, DNA MW, RULER GEL, VERTREL PROTEIN
PC0200	15.0%	VWR BRAND UV TRANSILLUMIN, UV- HANDLAMP, WHITE DUAL, CASTING SET, ALDEHYDES, DUAL UV, MINI BLOT, MINI ELECTROPHORESIS
PC0210	40.0%	MEDIA LIQUID, TSA, RPMI, LIFTERSIP COVER, WATER CELL, DMEM/HIGH GLUCOSE
PC0220	21.0%	ANTIBODY, BIOTINYLATED CYCLIN, AGAR, PRECAST GEL, MEDIA MEM, PEPTIDE, AUTOPHAGY APG7L, RECOMBINANT (MOUSE, RAT), PREPGEM STOR, BHI, PHENOL
PC0230	5.0%	INHIBITOR G-SECRETASE, RABBIT ANTI, AGAR, SIRNA SET, DYLIGHT, PROTEIN KINASE, SALMONELLA H, CLONESMART (LCAMP, HCKAN, HCAMP), PLATE TWINTEC, DNA, SODIUM PHOSPHATE, YEAST EXTRACT
PC0240	10.0%	LB AGAR, IGG, S. AUREUS, KIT TOTAL, CM GLUC, BIOTIN, DYLIGHT, SODIUM CHLORIDE, C. ALBICANS, HUMAN CDNA, MOUSE IGG, PROTEIN, RAT CDNA, RABBIT-A-SHEEP IGG,
PC0260	62.0%	VWR BRAND TIP, TUBING, TAPE LAB, THERMOMETER, PIPET TIP, LABEL DOT
PC0270	39.0%	VWR BRAND TIP, THERMOMETER, LABEL CRYO, PIPETTE, RACK TUBE, TUBING, TAPE, BURET AUTO, BASIN PS
PC0280	19.0%	VWR BRAND DISPENSER, TAPE, LABEL, PIPET TIPS, TIP, TUBE, TUBING, SOLVENT, RACK, RESERVOIR
PC0290	46.0%	TUBING, TIP, PIPET, TUBE, REF TIP, CAP STRIP, PIPETTE, FIN PIPTIP
PC0300	25.0%	TIPS, TUBING, PIPET TIP, PIPETTE BASIC, TUBE, PIPETTOR, FINNTIP, TRANSFERPETTE, DISPENSER, UL FIXED, BURET ONLY, ART TIP
PC0310	6.2%	PIPETTE, TIP, DISPENSER (TIPS, PUMP, BOTTLE), SYRINGE, PIPET TIP, TUBING, PIPETTOR, OPTIFIX ADAPTER, DISPENSETTE, RESEARCH 8, THREAD

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Contract Pricing Coding	NASPO DISC %	Types of Products In PC Code, Not limited to:
PC0320	15.0%	EXCLUSIVE TIP, PIPET TIPS, TUBING SILICON, TBG RNFRC, PIPETTOR MANUAL, SIL, TIPSTATION, TUBE
PC0340	62.5%	VWR BRAND CONTAINER, CUBITAINER, HYDROCHLORIC ACID, HYDROGEN PEROXIDE, IODINE MONOCHLORIDE, SILVER NITRATE, SULFURIC ACID
PC0350	39.0%	VWR BRAND CONDUCTIVITY STANDARD, HYDROGEN PEROXIDE, SOLUTION, SODIUM BORATE, BUFFER
PC0360	21.5%	VWR BRAND CONDUCTIVITY STANDARD, BASE BOTTLE, ETHANOL
PC0370	52.5%	SODIUM HYDROXIDE, FORMALIN, ACETONE, ETHANOL, CYTOSEAL XYLENE, HYDROCHLORIC ACID, SULFURIC ACID, MULTICOMPONENT MIXTURE, ACETIC ACID, SILVER NITRATE, CARBON MONOXIDE, BUFFER, WINDEX, NITRIC ACID, SODIUM CHLORIDE, POTASSIUM HYDROXIDE
PC0380	28.7%	SODIUM HYDROXIDE, HYDROCHLORIC ACID, SULFURIC ACID, ACETIC ACID, CITRIC ACID, SODIUM PHOSPHATE, BUFFER, SODIUM CHLORIDE, PHOSPHORIC ACID, POTASSIUM HYDROXIDE, ETHYL ACETATE, ISOPROPYL ALCOHOL
PC0390	12.5%	TEST KIT, SODIUM CHLORIDE, SODIUM HYDROXIDE, SULFURIC ACID, ANALYZER PTB, HYDROCHLORIC ACID, PHOSPHORIC ACID, STANDARD VISCOSITY, POLYETHYLENE GLYCOL, POTASSIUM HYDROXIDE, ACETIC ACID
PC0400	2.0%	EXCLUSIVE ALUM OXID, STNLESS STL, AL23 SLD, AL24 TUBE, ACTC ACID, GLD WIRE, ALUM FL, LEAD (II), AL23 INSLATNG, SLVR WIRE
PC0420	58.0%	VWR BRAND COVERALL, LABCOAT, FROCK, APRON, BOOTCOVERS, MASK ALPHAIR
PC0430	35.5%	VWR BRAND COVERALL, LABCOAT, FROCK, FIRST AID, APRON, BOUFFNT, CARRIER/DISPENSER ACID/SOLV, EARPLUGS, EYEWASH STATION, GOGGLES DIRECT, GOWN, RESPIRATOR N95, SHARPS CNTNR, SLEEVE
PC0440	18.5%	VWR BRAND SIGN, FIRST AID, MASK MVT, MAT HAZ, SIGNAL, STRIPE
PC0450	43.0%	COVERALL, SIGN, GLOVE, LABCOAT, APRON, GLASSES, VERSAPRO LRG, FLASHLIGHT, EXTREMEPRO, SAFETY VEST, COAT POLY
PC0460	22.0%	GLASSES, EYEWEAR SAFETY, LENS REPL, GLOVE, MAT ERGOMAT, BOOT, RESPIRATOR, UVEX GENESIS, ANTISTAT ANTIFATIGUE, COVERALL, LABCOAT UNISEX, DRUM PUMP
PC0470	6.3%	GAS DETECTOR, FILTRATION, POLYDRM OH, SAFETY GLASSES, SAFETY FRAME, DRUM POLY, PIG MAT, SPILL KIT, SENSOR HYDROGEN, LENS OPTILITE, MONITOR
PC0480	10.0%	EXCLUSIVE : SIGN, PIPEMARKER PRECOILED, STENCIL LETTER, TAPE REFLECTIVE, LETTER CARD, PLACARD, TAG, CONTAINER LABEL, PANTS BSC, LABEL SHIPPING, COVERALL,
PC0500	58.0%	VWR BRAND MAT, ADHESIVE MAT, COVERALL, GLOVES (NTRL, LTX), LABCOAT, FROCK, WIPES, APRON, BEARD COVER, BOOTCOVER, BOUFFANT CAP, CLEANROOM MOP
PC0510	38.0%	VWR BRAND TAPE (VINYL, POLY, WFRBX, GN, HITCK), TUBING PVC, GLOVE, ELBOW TH, ELBOW BARBED, ADAPTER, REDUCER BRB, SWAB, NOTEBOOK, MASK, COVERALL, MAT
PC0520	16.3%	VWR BRAND BAGS, LINER, ZT SLIDER, GLOVE LATEX, SCRUB SHIRT, MOP FLAT, SCRUB PANT, HIDDEN LINER, CHECK VALVE, NOTEBOOK CLEANROOM
PC0530	46.0%	GLOVES (NITRILE, LATEX), BAG (FEP, ACLAR), WIPER DURX, CHR, COVERALL, GOWN, SHELF SOLID, LABCOAT UNISEX, TWEEZER, CHAIR ESD, MAT COMFORT, ELBOW KYNAR
PC0540	26.0%	GLOVE, MAT, COVERALL STRL, TAPE CR, MOP HEAD, WIPE PRESAT, WIPER KNIT, FROCK, SWAB FOAM, TWEEZER, SOLDERINGTIP WELLER, PROWICK A/S
PC0550	6.4%	TAPE, SOLDERING TIP, NEEDLE, CUTTER, TWEEZER (WAFER, TIP), BAG EVA, DISPENSER PETG, GLOVES (NITRI-KNIT, BUTYL, SURGICAL), WORK-STATN TL, COUPLING INSERT, BRUSH BOTTLE
PC0560	10.0%	EXCELTA SWTX, APRON, TWEEZER STANDARD, PLIER INS/EXT, CUTTER RELIEVED, PRECISTA IT, GLOVE LEATHER, PROBE CUP, SKLAR KLEEN, PRE, STRIP SHLD, SHEAR CUTTER
PC0580	51.0%	VWR BRAND BURNER (BUNSEN, TIRRILL, MEKER), MICROSCOPE
PC0590	33.0%	VWR BRAND SYMPHONY COND, OBJECTIVE (LWD, INF), REFRIGERATOR, FREEZER, OVEN, BLOCK MODULE, GLOVE CRYOGENIC, INCUBATOR, STIRRER, MICROSCOPE

### Discount Schedule for NASPO RFP

Contract Pricing Coding	NASPO DISC %	Types of Products In PC Code, Not limited to:
PC0600	19.0%	VWR BRAND CIRCULATOR, WATER BATH, PLATFORM DEDIC, SHAKER MODEL, RACK, BLOCK HEATER, OVEN, RECIRC CHILLER, INCUBATOR
PC0610	39.0%	LAMP, SUPPORT RING, REFRIGERATOR, CAL-PAK, CLAMP, SUPPORT ROD, CORK BORERS
PC0620	23.0%	TUNG-HALO, WEIGHT SET, LAMP, FREEZER, SIEVE, STIRRER BEARING, BALANCE, ELECTRODE PH, FLOWMTR, PUMP, VACUUM PUMP, BENCH SCALE, SCALE
PC0630	11.5%	ROTAVAPOR, ADAPTER, ELECTRODE ROSS, HEATING TAPE, HEATING MAT, VACUUM PUMP, GRINDING (BOWL, BALL), PH METER, PH ELECTRODE, CONDENSER, EVAPORATING FLASK, WATER BATH
PC0640	10.0%	EXCLUSIVE :COMB, GEL WRAP, GEL TRIS-GLYCINE, REFRACTOMETER POCKET, WEIGHT, LAMP, ADAPTER, TBE, KIT TEST, ELECTRODE, BALANCE, SPACER SET, UREA GEL, INOLAB,
PC0660	34.0%	VWR BRAND VIALS, SEAL, CLOSURE
PC0670	15.5%	VWR BRAND CLOSURE, VIALS, SAMPLE PACK
PC0680	40.5%	FILTER DISC, SEPTA, VIALS (CHROM, GLASS, SCREW, W/CAP), GC COLUMN, LICHROSPHER, CAP
PC0690	21.5%	COLUMNS, VIAL KIT, VIALS, TUBING, COLUMN MICROPAC, SYRINGE, SEAL, PLATE, PLUNGER, NEEDLE, FERRULE
PC0700	6.5%	COLUMN, KIT, CARTRIDGE, ASM, SEAL, CAP, GUARD, ECLIPSE PLUS, VIAL, TUBING
PC0710	10.0%	COLUMN, KIT, OPTIMIX, CAPS, PLATE, CARTRIDGE, BULK, VIALS, HPS, EPP, TUBE
PC0730	68.5%	VWR BRAND STOPPER RUBBER, COVERGLASS, FILTER PAPER, BAG, CORKS, CONNECTOR (T,Y,L), RACK, SLIDE MAILER, SLIDEBOX, CAP, HYDROMETER SP, THERMOMETER, STIR
PC0740	42.5%	VWR BRAND THERMOMETER ASTM, SIEVE, HYDROMETER SP, RACK, BAG BIO, SPATULA PVC, FORCEPS SRT, CRUCIBLE COVER, CRUCIBLE NICKEL REGULATOR HP, SLIDE INKJET, CLAMP
PC0750	20.5%	VWR BRAND THERMOMETER DIAL, COMB, TONGS CRUC, BAG BIO, PROBE, CLAMP, NOTEBOOK GRID, NOTEBOOK LATEX, TIMER, PLATE GL
PC0760	48.5%	FILTER, SIEVE, BRUSH FLASK, O-RING VITON, BAG ZIPLOCK, CLAMP SNAPP, SPATULA MICRO, FORCEPS, PLAC MIC, SLIDE COLORFRST, RACK FREEZER, SCISSORS, LABEL TT
PC0770	29.5%	FILTER, GASKET, RACK TEST, RACK ACETAL, COUPLER, TEST PAPER, TAPE CR, LABEL, BAG WHIRLPAK, SYRINGE FILTER, SHELF TRIPLE, STOPPER VERSILIC, BRUSH VAT, REGULATOR
PC0780	13.0%	FILTER PAPER, BAG STATIC, BAG ECO, SYRINGE SAFETY, GASKET, MEMBRANE TURBO, CARTRIDGE FILTER, BASKET SHAFT, TAPE CR, RACK CRYOGENIC, X-RAY FILM, NEEDLE DISP.
PC0790	10.0%	EXCLUSIVE : FILTER, SCISSOR, SCREWDR, TIP SOLDER, FORCEP STRL, BLADE SCD, PLIER, NUTDRIVER HOLLOW, FLTR CN, NEEDLEHOLDER, WRENCH, TOOL SET
PC0810	50.5%	VWR BRAND BIO BAG, CONTAINER, HISTOLOGY XYLENE, ISOPROPYL ALCOHOL, REAGENT ALCOHOL
PC0820	31.0%	VWR BRAND MESH BIOPSY, CONTAINER SYSTEM, PREM BIOPSY, SHARPS CONT, EMBED CASSETTE, PREMIUM CASSETTE
PC0830	14.5%	VWR BRAND BASE MOLD, BUFFER, REAGENT, EMBED CASSETTE, HEMATOXYLIN, MICROTOME
PC0840	38.5%	SYRINGE, HYPO NEEDLE, TISSUE CASSETTE, IV CATH, CONTAINER SHARPS, BCS, TUBE
PC0850	16.5%	CAGE BODY, SYRINGE GLASS, CONTROL SLIDE, HYPO NEEDLE, TUBE, CAGE LID, CASSETTE, SBC SET, SYR A/S, MAGNIFYING LPE, FILTER SAMPLER, RAISED FLOOR
PC0860	6.5%	SHARPS COLL, SUTURE, BD ECLIPSE, CLARITY DOA, SYRINGE NEEDLE, SWAB FLOCKED, SLIDES, SYRINGE INSULIN, CLARITY URINE, CLARITY HCG
PC0870	10.0%	EXTENSION SET, AUTOMIX, BLOOD (BAG, SOLUTION, WARMING), CONTAINER, CUP, DRUG RESERVOIR, EVACUATED CONTAINER, INTERLINK, STOPCOCK, TRANSFER SET
PC0890	40.7%	VWR BRAND SHELF STARTER, SHELF ADD-ON, CART, SHELF WIRE

### Discount Schedule for NASPO RFP

Contract Pricing Coding	NASPO DISC %	Types of Products in PC Code, Not limited to:
PC0900	33.2%	VWR BRAND SHELF, AMC, CART TOP, BASE UNIT, SH STARTER, STORAGE OVERHEAD, PANEL FINISHED, WALL UNIT, COLUMN, BRACKET SHLF
PC0910	16.7%	VWR BRAND CABINET, COUNTER, REFRIGERATOR FREEZER, SHELF SLOT, UC WASH-DRI RINSE
PC0920	38.7%	APN, ADD-ON, SLIDE GL, SWING GLID, CABINET STORAGE, SHELF, CHAIR, STARTER, ZINC STARTER
PC0930	28.7%	SHELF, TABLE, CABINET, CART, WORKTABLE, POST, LAB TABLE, HOOD, FAUCET DECK
PC0940	5.7%	BASE POLYPROLABS, CABINET, NORLAKE, WORKBENCH, WALL, STATION, XPRT NANO, BULK POWDER
PC0950	10.0%	EXCLUSIVE : WORKSTATION TABLE, PCR WORKSTATION
PC0970	40.4%	ALL OTHER: ABSORBANT GP, BENZYL ALCOHOL, GLOVE, TUBE CULT, VIAL CHROM
PC0980	23.4%	ALL OTHER: PLASTIC, ANTI VIBRATION GLOVES, BOTTLE MILK, CITRIC ACID, COWHIDE GLOVE, DRV VB+T, EARMUFF CUSHIONS, GLOVES MATERIAL, ICP-MS INT, SHIPPER SEASON
PC0990	5.4%	OTHER BRANDED: ASSAY GALACTOSAIDASE, BUFFER RBC, DIALYSIS ENHANCER, NORFLOXICIN, RESIN, RNA ISOLATION, TIMENTIN
PC1000	10.0%	OTHER EXCLUSIVE : GLOVE 1/2 FINGER, GLOVE A/V, GLOVE FINGERLESS, GLOVE LIFTER'S, GLOVE MESH-BACK, SIGN, TB RK
PC1020	2.0%	LOW VOLUME ITEMS:RABBIT POLYCLONAL, MOUSE MONOCLONAL, HPLC COL, COLUMN HPLC, GOAT ANTI-MOUSE, SHEEP BLD, RAT DIET, PURIFIED ANT-HMN, PE ANT-HMN, ALEXA FLR, CARTRIDGE PRO, BIOTIN ANT-MSE, FITC ANT-HMN, PUR ANT-HM, LEAF PURIFIED, RECOMBINANT HMN, FLASK HW
PC1030	0.0%	NO DISCOUNT COURTESY ITEMS: GLSY CRBN, GUARD CARTRIDGE, GRPHT PWR, ALUM DISH, NCKL BEAKER, QUARTZ TUBNG, ZIRC CVR, PTFE BEAKER, SODIUM STEARYL, HYDRN PURIFIER;MODEL, MAGNESIUM GLUCONATE, CALCIUM PANTOTH, KIT MARVEL, MIXER CLMP
		<b>Note: Non-Catalog special purchases and 3rd Party purchases will be priced on application.</b>
		<b>Note: VWR agrees to extend to the State of Idaho, NASPO, and any Participating States, lower pricing as Special Price Quotations ("SPQ's") and/or Promotional Pricing on goods from certain manufacturers and suppliers, as it may be available. When this lower pricing exists, it shall be governed by the terms and effective dates established by the manufacturer or supplier. Should an SPQ or Promotion expire without renewal by the manufacturer, prices will revert to the discount provided in VWR's Price File submittal. Refer to Supplemental Exhibit 1 on the Cost Proposal CD for a list of SPQ pricing which currently exists through VWR's NASPO contract.</b>

**Per Addendum 1, Proposers may apply an additional shipping charge as % of Net Price to orders placed for delivery in Alaska and Hawaii. Provide this information with your Discount Schedule, as part of your Cost Proposal, in the following format:**

**Non-Contiguous States, Additional Shipping Charge as % of Net Price:**

**Alaska** 8 %

**HAWAII** 8 %

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**State of Idaho  
Request for Proposals  
RFP02268**

**For**

**LABORATORY EQUIPMENT AND SUPPLIES**

**For use by all Participating NASPO states**

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## 1 GENERAL INFORMATION

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### 1.1. PURPOSE

The state of Idaho (the "State") is requesting proposals from qualified vendors to supply a full catalog of laboratory equipment and supplies to State agencies, as well as to all participating National Association of State Procurement Officials (NASPO) members, on an as-requested basis, at various locations throughout the geographic regions of all participating NASPO members. In addition to the nationwide full line catalog contract, the State is also requesting proposals from vendors for several identified bands of laboratory equipment and supplies, which may result in nationwide participation or which may be limited to defined geographic regions for each identified band, as NASPO determines to be in the participating members' best interest. The resulting contract(s) will be permissive use price agreements for NASPO participating states, for use in the participating states as provided in each state's Participating Addendum (See §1.2.5, below). The resulting contract (to the extent that it serves Idaho) will be considered an "open contract" for state of Idaho agencies, subject to the requirements of I.C. 67-5717(9).

VWR acknowledges the above statements.

### 1.2. BACKGROUND

- 1.2.1 There are currently two multi-state cooperative contracts for use by the various states and political subdivisions, for laboratory equipment and supplies. These cooperative contracts are currently set to expire on June 30, 2010. One contract is a Western States Contracting Alliance (WSCA) cooperative contract, with Idaho as the administrator; the other is a NASPO contract, with Arkansas as the administrator. A number of states (as well as a multitude of political subdivisions) regularly purchase off of one or both of these contracts. The current annual spend for the current NASPO and WSCA contracts is approximately \$20M. Historical annual usage data is attached as **Attachment 1**.

VWR acknowledges the above statements.

- 1.2.2 The NASPO directors determined that the cooperative purchasing needs of the states would best be served by implementing a laboratory equipment and supplies contract through NASPO; rather than continuing with both a WSCA and a NASPO contract.

VWR acknowledges the above statement.

- 1.2.3 This procurement may result in multiple awards, in which case "Contract" and "Contractor," as used throughout this RFP, should be read in the plural, as appropriate for the context.

VWR acknowledges the above statement.

- 1.2.4 The resulting contract will be awarded for the use of all NASPO states. States that currently intend to participate are: Alaska, Arkansas, Colorado, Georgia, Hawaii, Idaho, Kentucky, Louisiana, Michigan, Mississippi, Missouri, Montana, Nevada, North Dakota, Ohio, Oklahoma, Oregon, South Carolina, South Dakota and Vermont.

VWR acknowledges the above statement.

- 1.2.5 States not listed in §1.2.4, above, may determine to participate at any time, by executing a Participating Addendum with the Contractor. Public agencies (political subdivisions and other authorized entities) within each state may also participate, with the authorization of their home state and approval of the Contractor.

VWR acknowledges the above statements.



### 1.3. SCHEDULE OF EVENTS

1.3.1	Proposers Conference	May 4, 2010
1.3.2	Questions Due	May 7, 2010
1.3.3	Closing Date	Per Addendum#1: June 2, 2010 <del>May 28, 2010</del>

VWR acknowledges the above schedule.

### 1.4. PROPOSERS CONFERENCE

A **non-mandatory** Proposers Conference is scheduled for 1 p.m. on May 4, 2010, in Boise, Idaho. Vendors may obtain detailed information on the location of the Conference; and may arrange to participate by phone, by requesting instructions from Sarah Hilderbrand (contact information provided in §1.5, below) at least 5 calendar days prior to the scheduled Conference. Questions regarding the substantive portions of the RFP will be received at the Proposers Conference. Answers will be provided during the Conference, if available. All written questions presented at the Proposer's Conference, along with those submitted prior to the deadline for receipt of questions, will be answered in the form of an Amendment to the RFP, which will be posted to the State's eProcurement System, IPRO (<http://ipro.sicomm.net/IPRO>).

VWR acknowledges the above statements.

### 1.5. QUESTIONS, CORRESPONDENCE AND CONTRACT ADMINISTRATION

The State of Idaho Division of Purchasing is the issuing state for this procurement and has been designated as the lead and administrative state for contract administration.

All correspondence related to this RFP will be in writing. In the event that it becomes necessary to revise any part of this RFP, addenda will be posted at IPRO. It will be the responsibility of the Proposer to monitor IPRO for any updates or amendments. Any oral interpretations or clarifications of this RFP shall not be relied upon. All changes to this RFP must be in writing and posted at IPRO to be valid.

This solicitation is issued by the Division of Purchasing via IPRO. The Division of Purchasing is the only contact for this solicitation. **Written questions must be submitted via mail, e-mail or fax to:**

Sarah Hilderbrand, Purchasing Officer/State of Idaho, Division of Purchasing

P.O. Box 83720, Boise, ID 83720

E-mail: [sarah.hilderbrand@adm.idaho.gov](mailto:sarah.hilderbrand@adm.idaho.gov) OR Fax: 208.327.7320

The deadline for receipt of questions is provided in §1.3, above. To be considered, questions must be received by 11:59 p.m. Mountain Standard Time, on that date. Answers to Vendor Questions will be posted at IPRO in the form of an Amendment to the RFP.

In the event that the state of Idaho is unable to fulfill the duty of contract administration, the Arkansas Office of State Procurement will assume the duties of Contract Lead and Administration. The state of Idaho will provide written notice to Contractor of any change in contract lead/administration.

VWR acknowledges the above statements.

## 1.6. CONTRACT TERM

The resulting contract will be effective for a 3 year period after date of award, with the option to renew for up to 2 additional periods of 1 year each.

VWR acknowledges the above statement.

## 1.7. INCORPORATION OF TERMS AND CONDITIONS

The laws of the state of Idaho shall govern this procurement and resulting contract.

The state of Idaho's current **Solicitation Instructions to Vendors** and **Standard Contract Terms and Conditions** are hereby incorporated by reference into this solicitation as if set forth herein in their entirety. They are located on the Internet at <http://adm.idaho.gov/purchasing/purpubs.htm>. If you do not have access to the Internet, you may contact the Division of Purchasing at 208-327-7465 to obtain a copy of these documents.

The NASPO Standard Terms and Conditions are attached as **Attachment 2**, and incorporated by this reference. In the event of any inconsistencies, the State's terms and conditions will take precedence.

Each participating state may have unique terms and conditions, which will be incorporated in Participating Addendums for each respective state. Terms and Conditions applicable to a Participating Addendum apply only to purchases by that state and its ordering entities. **If you have questions regarding the Terms and Conditions or other requirements of this RFP you must address these during the Question and Answer period.**

VWR accepts the State of Idaho terms and conditions.

VWR accepts the NASPO terms and conditions with the exceptions noted on Attachment 2 under "Warranty".

## 1.8. PUBLIC AGENCY CLAUSE, NASPO and NON PROFIT ORGANIZATIONS

Vendor(s) awarded the full line catalog must accept orders from and extend contract prices to all members of NASPO; however, vendors (for bands other than the full line catalog) which limit their proposal to an identified region will only be required to service the region awarded for the band. Public agencies within a member state must obtain authorization from their home state in order to participate. For the state of Idaho, "Public Agency" means any city or political subdivision of this State, including, but not limited to counties; school districts; public universities and community colleges; highway districts; port authorities; instruments of counties; cities or any political subdivision created under the laws of the State of Idaho.

Each Proposer must indicate its express agreement to this clause on **Attachment 3**, which must be completed and returned with the Proposer's Technical Proposal Response. Failure to do so will result in a finding that the proposal is non-responsive, and it will receive no further consideration.

In addition to allowing participation by public agencies, several NASPO states allow nonprofit corporations/organizations, which meet that states' particular requirements (e.g. membership in a purchasing cooperative) to purchase off of cooperative contracts executed by that state. Indicate on **Attachment 3**, whether you agree to sell the goods on the resulting contract to nonprofit organizations within states which allow for such participation.

VWR acknowledges the above statements.

## 1.9. DEFINITIONS

"Lead State" is the State of Idaho.

**“NASPO”** Means the **National Association of State Procurement Officials**, which is a non-profit association dedicated to strengthening the procurement community through education, research, and communication. It is made up of the directors of the central purchasing offices in each of the 50 states, the District of Columbia and the territories of the United States. NASPO is an organization through which the member purchasing officials provide leadership in professional public purchasing, improve the quality of purchasing and procurement, exchange information and cooperate to attain greater efficiency and economy.

**“NASPO Initial States”** are states that have indicated their intent to participate at the time of RFP release.

**“Ordering Entity”** a state which has executed a Participating Addendum or other public agency authorized to place orders against the resulting contract.

**“WSCA”** Means the Western States Contracting Alliance, a cooperative group contracting consortium for state government departments, institutions, agencies and political subdivisions (i.e., colleges, school districts, counties, cities, special districts, etc.) for the states of Alaska, Arizona, California, Colorado, Hawaii, Idaho, Minnesota, Montana, Nevada, New Mexico, Oregon, South Dakota, Utah, Washington, and Wyoming.

VWR acknowledges the above statements.

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## 2. SPECIFICATIONS AND REQUIREMENTS

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### 2.1. ESTIMATES OF USE

The quantities listed in **Attachment 1** are based on the historical dollar value of both the current WSCA and NASPO cooperative contracts for lab equipment and supplies. These are provided as a guide for estimates of use only and are not guarantees of quantities to be purchased through the resulting contract. The actual quantities to be ordered and actual volume(s) of use are not known and may vary a great deal from those listed. NASPO estimates that the annual spend for all states indicating an Intent to Participate could approximate \$49M annually; however NO MINIMUM ORDER QUANTITIES ARE GUARANTEED.

VWR acknowledges the above statements.

### 2.2. CUSTOMER SERVICE REPRESENTATIVES

Proposers must designate a Contract Manager, as specified in §4.5, below; as well as a network of technical experts, customer service representatives and local sales representatives capable of adequately serving all Ordering Entities under the resulting contract.

VWR acknowledges the above statements and have included the information in §4.5 as requested.

### 2.3. SILENCE OF SPECIFICATIONS

The apparent silence of these specifications as to any detail, or the apparent omission from them of a detailed description concerning any point shall be regarded as meaning that the best commercial practice is to be used.

VWR acknowledges the above statement.

### 2.4. ORDERING

Contractor must establish and maintain a toll free phone number as well as an Internet-based ordering system for order placement, order inquiry, price and availability inquiries. Contractor must establish a wait time to place an order of less than 3 minutes. Contractor must maintain a web site, accessible by both the Ordering Entity and the Division of Purchasing, for the resulting contract. The web site, at a minimum, must:

- 2.4.1 Allow Participating Entities to search Contractor's catalog based on key word, brand name, description, etc.;
- 2.4.2 Provide List Price, Discount information and Contract Pricing;
- 2.4.3 Allow Participating Entities to place an order on-line, with a secure means for storing procurement card information;
- 2.4.4 Provide tracking/status information after an order is submitted;
- 2.4.5 Maintain a database for each Participating Entity, identifying the entity by a unique number, and containing an up-to-date listing of equipment and supplies which have been ordered during the life of the contract; the date and status of each order (including the date of delivery); the quantity and pricing; as well as the contact information for the individual at the Participating Entity that placed the order.
- 2.4.6 Provide training materials and FAQ's for use of the website and the contract; as well as troubleshooting tips;

- 2.4.7 Provide contact information for ordering, billing, credit, service and other complaints/issues;
- 2.4.8 Provide a current list of names and contact information for all of Contractor's sales representatives assigned to support the Contract, identifying the geographic area assigned to each one;

VWR acknowledges the above statements and has included our responses to each of these requirements in §4.5 as requested.

## 2.5. ADMINISTRATIVE FEE

**ADMINISTRATIVE FEE:** The Contract prices proposed by Contractor and paid by Participating Entities shall include a contract usage administrative fee of one-half of one percent (0.5%). The percentage shall represent NASPO's contract usage administrative fee. No less than quarterly, the Contractor shall remit an amount equal to 0.5% of the Contractor's net (sales minus credits) quarterly Contract purchases to:

See **Attachment 4** for NASPO reporting requirements

This Administrative Fee will be accompanied by the corresponding quarterly report for all sales in the format provided in **Attachment 5**.

The NASPO Policy Board of Directors and the NASPO Cooperative Purchasing Committee approved the Administrative Fee. The NASPO Administrative Fee is not negotiable.

Failure to properly remit the Administrative Fee, in accordance with the terms and conditions of the Contract, may be considered an event of default, and be cause for termination.

In each Participating Addendum, participating states may add language establishing dollar requirements, require permissive or mandatory use of the Contract for their respective state, or other criteria required by each State, depending on their statutes, policies and procedures, or as mandated by each State Purchasing/Procurement Director as outlined in their individual Participating Addendum. Each state may also negotiate with the contractor to establish an additional administrative fee back to that particular state, for purchases made by Ordering Entities within that state. The negotiation of any additional administrative fees as well as any other state-specific terms and conditions, will be solely up to each state and the Contractor, and must be memorialized in that state's Participating Addendum.

A 1.25% Administrative Fee will apply to all purchases made under the resulting contract by state of Idaho Agencies. On a quarterly basis, the Contractor shall remit to the State of Idaho an amount equal to one and one-quarter percent (1.25%) of the Contractor's net (sales minus credits) quarterly Contract sales. Administrative Fee payments to the state of Idaho are due no later than 30 days after the end of the quarter. Contractor shall furnish reports of purchases made under the Contract with each required Administrative Fee payment (no later than 30 days after the end of each quarterly period).

State of Idaho Reporting Time Line: 1st Quarter	July 1- Sept 30
2nd Quarter	Oct 1 – Dec 31
3rd Quarter	Jan 1 – Mar 31
4th Quarter	Apr 1 – Jun 30

The reports shall be in the same format as designated in **Attachment 5**.

VWR acknowledges the above statements with regard to the Administrative Fees and Reporting requirements.

## 2.6. MINIMUM ORDER

Contractor may establish a *minimum* order quantity no greater than \$50 per order, under which it may assess delivery charges. Orders in excess of the minimum order quantity will be delivered FOB Destination, inside delivery.

For orders totaling less than \$50 per order, or Proposer's stated Minimum Order Quantity (See #), whichever is lower, the Ordering Entity will pay the actual freight charges unless waived by the Contractor at time of order placement. Ordering Entities requesting special handling (Fed Ex, UPS Next Day, etc.) may be required by the Contractor to pay additional freight charges not to exceed the carrier's actual freight charges.

Ordering Entities will be encouraged to consolidate orders on a weekly basis, where practical; and to consolidate orders for hazardous chemicals, in order to minimize hazardous materials fees.

***Per Addendum 1, inside delivery is changed to dock delivery***

VWR acknowledges the above statements and will not be establishing a minimum order.

## 2.7. PACKAGING, DELIVERY, FUEL SURCHARGE

- 2.7.1 Delivery is FOB Destination, inside delivery, to the Ordering Entity's specified address. Contractor will ship routine consumable items within 48 hours after receipt of order (ARO). All other equipment and supplies must be delivered within 7 days ARO, unless a longer delivery time is agreed to by the Ordering Entity. Contractor will be required to notify the Ordering Entity within 24 hours of order placement, if delivery cannot be completed as required by the Contract. Upon receipt of such notice, or upon failure to deliver within the specified time, the Ordering Entity may cancel the order without penalty, and make the purchase elsewhere.

***Per Addendum 1, the first sentence above is changed to Delivery is FOB Destination, dock delivery, to the Ordering Entity's specified address. An Ordering Entity may request inside delivery; which Contractor must provide if requested. Contractor may charge Ordering Entity an additional fee if inside delivery is requested.***

VWR acknowledges the above statements.

### Standard Order Shipping

VWR provides consistent same day order processing / shipping through 12 Noon order entry cut-off for in stock items. Delivery typically is within 24-48 hours for most State of ID/NASPO Participating Members. Orders received after the noon cut-off will ship next day. Certain DOT-regulated hazardous chemicals may require additional shipping time. State of ID/NASPO Participating Members should contact call center customer service to arrange for expedited delivery of any critically needed items.

- 2.7.2 Delivery charges will not be charged for orders that in excess of the stated minimum when placed, but fall below the minimum order amount due to backordering or delayed shipping from the Contractor.

VWR acknowledges the above statement.

- 2.7.3 Delivery charges will not be allowed for items shipped from a 3<sup>rd</sup> party vendor as long as the original order exceeds the minimum amount stated.

VWR acknowledges the above statement.

- 2.7.4 If any items ordered have special packaging (e.g. dry ice), handling (e.g. next day delivery required), or a special pricing arrangement has been made between the manufacturer and the Participating State that will require the Contractor to charge additional shipping, these items must be marked/flagged in the ordering system to clearly identify that they are subject to additional charges.

VWR acknowledges the above statements.

- 2.7.5 Contractor shall properly package and handle all items ordered under the resulting contract, in accordance with all applicable regulations.

VWR acknowledges the above statement.

- 2.7.6 Ordering entities requesting special handling (FedEx, NextDay, etc.) of orders may be required by the Contractor to pay additional freight charges not to exceed the carrier's actual freight charges.

VWR acknowledges the above statement.

- 2.7.7 Remote ordering entities which do not regularly receive service from FedEx, UPS or other common courier services may be required by the Contractor to pay additional freight charges, if any, associated with delivery to the remote location, not to exceed the carrier's *additional* actual freight charges associated with delivery to the remote location. In the alternative, the ordering entity may arrange for an alternate delivery site for which the Contract cost includes all delivery charges.

***Per Addendum 1, Proposers may apply an additional shipping charge as % of Net Price to orders placed for delivery in Alaska and Hawaii. Provide this information with your Discount Schedule, as part of your Cost Proposal, in the following format:***

***Non-Contiguous States, Additional Shipping Charge as % of Net Price:***

***Alaska \_\_\_\_\_%      HAWAII \_\_\_\_\_%***

VWR acknowledges the above statements and has included this information in our Cost Proposal.

- 2.7.8 If fuel prices rise more than 25% above the current U.S. Department of Energy's average diesel price as of the Closing Date of this RFP, the State may allow variable fuel surcharge fees to be assessed. The surcharge will be based on the U.S. Department of Energy's average diesel price from the previous month. A request for a fuel surcharge must be approved by the State prior to implementation. No fuel surcharge will be allowed when fuel prices are within 25% of the current U.S. Department of Energy's average diesel price as of the Closing Date of this RFP.

VWR acknowledges the above statements.

## **2.8. LATE DELIVERY AND FAILURE TO DELIVER**

Contractor shall deliver the equipment and supplies ordered pursuant to the resulting Contract in accordance with all of the terms and conditions contained in this RFP. Repeated failure to meet specified delivery requirements may result in Contract termination, or the State may pursue any other remedies that may be available to it, at its discretion. Contractor shall

complete delivery and installation within the time specified in Contractor's proposal, and in no event in excess of the limit specified in §2.7, above).

VWR acknowledges the above statements.

## **2.9. RETURN OF ITEMS**

### **2.9.1 CONTRACTOR ERROR**

Equipment or Supplies which are unacceptable because of quality problems, duplicated shipments, outdated product, breakage, or other issues related to Contractor or product performance, shall be returned at Contractor's expense within five business days after receipt of notification from the Ordering Entity; with no restocking charge. If the original packaging cannot be utilized for the return, Contractor will supply the Ordering Entity with appropriate return packaging within the five business day period. Postage will be paid by Contractor, by issuing an appropriate label to the Ordering Entity via e-mail; and Contractor will assume the risk of loss in transit. The returned product shall either be replaced with acceptable equipment or supplies; or the Ordering Entity shall receive a credit or refund for the purchase price, at the Ordering Entity's discretion.

VWR acknowledges the above statements.

### **2.9.2 ORDERING ENTITY ERROR**

Standard stock equipment and supplies ordered in error by Ordering Entities will be returned for credit within 15 days of receipt, at Ordering Entity's expense. Product must be in resalable condition (original container, unused). There shall be no restocking fee if returned products are resalable.

VWR acknowledges the above statements.

## **2.10. INVOICING**

**DO NOT INVOICE THE IDAHO DIVISION OF PURCHASING.**

Contractor will invoice the Ordering Entity. All invoices must list the Entity name; unique identification number assigned by Contractor; Contract number (State of Idaho SBPO Number for resulting contract); date ordered; anticipated delivery date; item description, including manufacturer name and model number; list price; discount applied; and net cost to Ordering Entity.

VWR acknowledges the above statements.

VWR offers customers a number of invoicing options including:

- Paper Consolidated Billing – Available in a variety of layouts and formats
- E-Invoicing – A feature that provides secure access to your invoices from VWR.com. View, download, or print copies directly from our web site
- EDI Invoicing
- Traditional Paper Invoicing
- E-mail Invoicing – Adobe version of the Traditional Invoice delivered via e-mail

In addition, VWR supports all major Credit Cards and Procurement Cards and provides Level III data feeds on a daily basis.



2.11. **CUSTOMER ACCOUNT NUMBERS**

Contractor must establish unique customer/account identification numbers for use by each individual Ordering Entity. Some Ordering Entities may require (and Contractor will provide) multiple customer/account numbers (e.g. Universities with multiple laboratories).

VWR acknowledges the above statements.

2.12. **STATE PURCHASING CARD**

In order to be considered for award, the successful vendor must accept both VISA and MasterCard Procurement/Purchasing Cards.

VWR acknowledges the above statement.

In addition, VWR supports all major Credit Cards and Procurement Cards and provides Level III data feeds on a daily basis.

2.13. **TRAINING**

Contractor will provide training to all Participating Entities, upon request (no more than one 1 hour training session per Ordering Entity per contract year), at no additional cost to the Participating Entity. Contractor may provide training remotely through videoconferencing, webinars, etc. Training will cover basic use of the website, performing searches, ordering, invoicing, credits, etc.

VWR acknowledges the above statements.

VWR can provide VWR.com training either on-site or via on-line training sessions (i.e., WebEx) and will work with you to define the training program and approach that best suits your needs. In addition, VWR can provide a number of quick-reference and training materials to each of the ordering entities. In addition, follow up training sessions can be scheduled as new entities come on-board or if refresher courses are needed.

As always, on-line support is available on VWR.com 24 x 7 and can be accessed from anywhere on the site.

2.14. **RECORDS MAINTENANCE AND REPORTING REQUIREMENTS**

**QUARTERLY REPORTS:** Every three (3) months the Contractor will furnish quarterly reports to NASPO and the Division of Purchasing. Quarterly reports will accompany each Administrative Fee payment required under the resulting contract; and will be furnished electronically, in the format provided as **Attachment 5** (or other format that the state may designate). These reports will include, for each account number, a listing of all items purchased during the prior quarter indicating the Item # and description, the unit list prices, unit net prices after discount, and the total dollar amount (as well as all other elements identified on **Attachment 5**). The Contractor's quarterly report shall include the names of the accounts corresponding to the account numbers, as well as the home state for each account. Accounts will be grouped by state, with state agencies grouped separately from political subdivisions/non-state entities (e.g. cities, counties, school districts, water districts, etc.) within the home state. In addition to the individual data, totals for "each individual state," "all NASPO states," and "all political subdivisions/non-state agencies (by state)" must be provided.

Contractor will provide the reports to NASPO in accordance with **Attachment 4**. Reports provided to the State will be provided within thirty (30) days following the end of the quarter, along with the required Administrative Fees. Failure to provide reports in accordance with the Contract may be considered an event of default, and result in termination of the resulting

contract.

The Contractor shall maintain all records necessary to properly account for all payments made to Contractor pursuant to the resulting contract. These records shall be retained by the Contractor for at least three (3) years after the Contract terminates, or until all audits initiated within the three (3) year period have been completed, whichever is later.

The Division of Purchasing may request custom reports from Contractor, based on the information provided in the approved reporting format (**Attachment 5**). Custom reports may include reporting on most common items procured; ordering entity comparisons; reports to aid an Ordering Entity in inventory control; reports tracking ordering/delivery times; etc. Contractor will provide custom reports as requested by the State, on an occasional basis (no more than 3 per contract year), at no additional charge.

VWR acknowledges the above statements.

## **2.15. CONTRACTOR INSURANCE REQUIREMENTS**

As provided in IPRO document.

VWR acknowledges the above statement.

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### 3. EQUIPMENT AND SUPPLIES

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#### 3.1 LABORATORY EQUIPMENT AND SUPPLIES

3.1.1 The State is requesting proposals on five (5) defined bands ("Bands") of laboratory equipment and supplies, as follows:

- Band 1 FULL LINE CATALOG of laboratory equipment and supplies. Unless otherwise excluded, the resulting contract for this Band will include all laboratory equipment and supplies.
- Band 2 Plasticware
- Band 3 Gloves
- Band 4 Specialty Chemicals
- Band 5 Microscopes

***Per Addendum 1, Band 4: Specialty Chemicals is REMOVED.***

VWR acknowledges the above statements.

3.1.2 Proposer must certify that it can supply a full line of products for each Band for which it submits a response. Proposers will be required to provide pricing and related discounts for a full line of products within each Band Proposer responds to (subject to the unit price limit in §3.3, below).

VWR acknowledges the above statements.

3.1.3 Proposers responding to Band 1, Full Line Catalog **MUST** accept orders from and extend contract prices to **all members of NASPO**.

VWR acknowledges the above statement.

3.1.4 Proposers responding to Bands 2 – 5 may elect to provide a response limited to a defined geographic region consisting of no less than one state (e.g. "Washington/Oregon/Idaho;" "Texas;" "Louisiana/Arkansas/Georgia/Alabama/Florida;" "Colorado and Wyoming;" "All NASPO States," etc.). Proposers must identify the geographic region which they are proposing to serve.

VWR acknowledges the above statement.

3.1.5 Any products offered with an applicable shelf life must be date stamped (including gloves).

VWR acknowledges the above statement.

#### 3.2 ESTIMATED QUANTITIES

The resulting contract is intended for use by NASPO members; and will be used by various public (and qualified non-profit) entities throughout the United States (as well as the NASPO member territories). In addition to the state of Idaho, the states that currently intend to participate are listed in §1.2.4, above.

See §2.1, above, for historic usage. Historic usage is provided to assist Proposers in preparing their proposals; however, there is no guarantee of any minimum usage.

VWR acknowledges the above statements.

### **3.3 ITEMS NOT INCLUDED IN THIS CONTRACT**

The following items are NOT included in this RFP:

Equipment and Supplies which may be included in a vendor's catalog, but which are not specifically designed or intended for laboratory use (e.g. reception chairs, couches, coffee tables, general office equipment, etc.)

Items costing in excess of \$75,000, after discount, are excluded from the resulting contract.

NOTE: When executing a Participating Addendum, all parties are bound by the \$75,000/item upper limit. A participating state may establish a lower limit; however, any language included in a Participating Addendum purporting to increase this amount; or any other attempt to order an item off of the resulting contract which exceeds the unit price limit, will be void.

VWR acknowledges the above statements.

### **3.4 BACK-ORDERS**

Contractor will take every available precaution to prevent back-order and stock out of contract items necessary for the operation of the Ordering Entities' facilities.

VWR acknowledges the above statement.

### **3.5 ADDITIONS TO THE CONTRACT**

New items may be included as they become available (when added to Contractor's catalog) during the term of the Contract, after obtaining the approval of the NASPO Contract Administrator, as specified in this RFP, and in accordance with the provisions of the resulting contract.

Minor related services, such as hazardous waste pick-up/removal of Contractor's items; product recycling; etc. may be added to the contract, after obtaining the approval of the NASPO Contract Administrator.

VWR acknowledges the above statements.

### **3.6 EFFECT ON OTHER LABORATORY EQUIPMENT AND SUPPLY CONTRACTS**

Many Ordering Entities have current laboratory equipment and supply contracts which they may utilize as an alternate to the contract resulting from this RFP, which may affect the frequency of use of the resulting contract.

In addition, ordering of items that may be available through other current state or cooperative contracts may be subject to the provisions of individual state statutes and guidelines which govern the use of multiple contracts for the same commodities.

VWR acknowledges the above statements.

## 4 PROPOSAL RESPONSE REQUIREMENTS

### 4.1 RESPONSE TO SPECIFICATIONS

In responding to this RFP, proposers must submit one (1) original and FIVE (5) copies of their proposals along with one (1) complete electronic copy (CD-ROM or USB) in MS Word or Excel (pdf documents will not be acceptable to meet this requirement; with the exception that financial or other information that is only available in pdf, may be submitted in pdf). Both the Technical and Cost Proposals must be sealed. The Cost Proposal must be in a separately sealed envelope labeled "Confidential Cost Proposal." Submit your electronic copy of your Cost Proposal on a separate media from your Technical Proposal. Proposals must be clearly marked with the RFP #, Name of RFP, and Name of Proposer; and received at the State of Idaho Division of Purchasing prior to the Closing Date and Time, at the address(es) provided on the State of Idaho Signature Page (note: P.O. Box for US Mail; physical address for courier/hand delivery).

*Per Addendum 1, Provide one original and SEVEN copies of the technical proposal, as well as one electronic copy (including an electronic 'redacted' copy, if you have identified trade secret information). Please identify the original.*

For each Section of this RFP which requires a response, restate the Section number and the text of the Section immediately prior to your written response.

Each portion of the work described in this RFP has an evaluation code assigned as follows:

**(M) Mandatory Specification** – failure to comply with any mandatory specification may render Proposer's proposal non-responsive and no further evaluation will occur. Proposer is required to respond to this specification with a statement outlining its understanding and how it will comply.

**(E) Evaluated Specification** – a response is desired. If not available, respond with "Not Available" or other response that identifies Proposer's ability or inability to address the specification. Failure to respond will result in zero points awarded for this item.

The Proposer must ensure that adequate and accurate responses are provided. It is the responsibility of the proposing Proposer to provide complete answers to each requirement even if that results in redundant, duplicated material within the proposal. The evaluators are not required to search for the answers in other sections of the proposal.

In order for the State to conduct a uniform review of all proposals and to compare proposals, proposals must be organized and submitted in the format set forth below. Failure to follow this format may be cause for rejection of a proposal, because adherence to this format is critical for the State's evaluation process.

VWR acknowledges the above statements.

### 4.2 TITLE PAGE and TABLE OF CONTENTS

The Title Page should reflect the Name of the RFP, the name of the Proposer, address, phone number, contact person and date of preparation. The Table of Contents must indicate the material included in the response by section and page number.

VWR acknowledges the above requirements.

**4.3 STATE OF IDAHO SIGNATURE PAGE, SIGNED EXECUTIVE ORDER 2007-09, AND SIGNED COPIES OF ANY AMENDMENTS**

You must include a state of Idaho Signature Page, with an ORIGINAL HANDWRITTEN signature. The Signature Page must not be altered in any manner. You must also include a signed copy of Executive Order 2007-09 (if Executive Order is not applicable, indicate N/A on your submitted copy); as well as a signed copy of the last page of any amendments.

VWR acknowledges the above requirements and has included the requested signatures.

**4.4 LETTER OF TRANSMITTAL (optional)**

You may include a transmittal letter. Transmittal letters will not be evaluated or scored. Please limit this correspondence to no more than 3 pages.

VWR acknowledges the above statement and has included as Exhibit 1.

**4.5 PROPOSER INFORMATION**

Proposer must include the following information relative to its firm/company:

**4.5.1 (M)** Legal name of Company, and a statement indicating that the Proposer is a corporation or other legal entity (which must be clearly specified, i.e., corporation, partnership, limited liability company, etc.), and indicating the jurisdiction where the Proposer is organized.

VWR International, LLC is a Delaware limited liability company.

**4.5.2 (M)** Location of your company headquarters, and identity of the key personnel that would be responsible for the contract.

**Corporate Headquarters:**

1310 Goshen Parkway West Chester, PA 19380  
(610) 431-1700

NASPO Team	Title	VWR Experience
Stan Haas	VP of Pricing & Contract Administration	25 years
Arne Brandon	Sales General Manager, West Zone	23 years
Mike Klipstein	Sales General Manager, SE Zone	18 years
Bob Rosenfeld	Sales General Manager, NE Zone	33 years
Steve Villines	Director, Government Market	13 years
Lewis McMillan	Director, Contract Management	20 years
Joan Skinner	Pricing Manager, Southeastern Zone	38 years

**4.5.3 (M)** Federal Tax ID number.

91-1319190

**4.5.4 (M)** Name, telephone number, position/title and email address of the person who will represent the company during the course of this RFP and who can be contacted in the event questions arise concerning the proposal.

Steve Villines, Director, Government Market

Email: [steve\\_villines@vwr.com](mailto:steve_villines@vwr.com)

Cell Phone: 559-430-5684

- 4.5.5 (M)** Name, phone number, position/title and e-mail address of the person who will function as the primary point of contact and ensure supervision and coordination for the resulting contract.

Steve Villines, Director, Government Market

Email: [steve\\_villines@vwr.com](mailto:steve_villines@vwr.com)

Cell Phone: 559-430-5684

- 4.5.6 (M)** Evidence of financial stability and capability to fund all costs associated with providing the products and services throughout the term of any resulting contract.

VWR is a market leader in the global laboratory supply industry. It operates in more than 20 countries, processing in excess of 50,000 ordered lines per day, from 21 strategically located distribution centers. We maintain a diversified and stable customer base across an array of end customers, geographies and industries. Our customers include a majority of the top 20 pharmaceutical companies, as well as biotechnology, medical device, chemical, technology, food processing and consumer products companies as well as universities and research institutes, governmental agencies, environmental testing organizations and primary and secondary schools. To support our leadership position and provide liquidity for our operations, the company maintains significant sources of liquidity, including cash and equivalents totaling \$124.4 million at December 31, 2009, another \$240.4 million of available borrowing capacity under a committed 7-year revolving loan facility provided by a syndicate of leading global lenders maturing in 2013 and cash flows generated by our operating activities (net of investing activities and financing obligations).

- 4.5.7 (M)** Details regarding any recent transitions in ownership (within the last 3 years) that your company has undergone, including names of parties involved, dates and details on the impact to present ownership. Also identify any published plans for the company to seek transitions in ownership, including acquisition or merger.

Effective June 29, 2007 VWR International was acquired by Madison Dearborn Partners, LLC:

**Madison Dearborn Partners, LLC**  
Three First National Plaza  
Suite 3800  
Chicago, IL 60602

Prior to that VWR International was owned by CDRV Holdings, Inc.

**CDRV Holdings, Inc.**  
1403 Foulk Road  
Wilmington, DE 19803

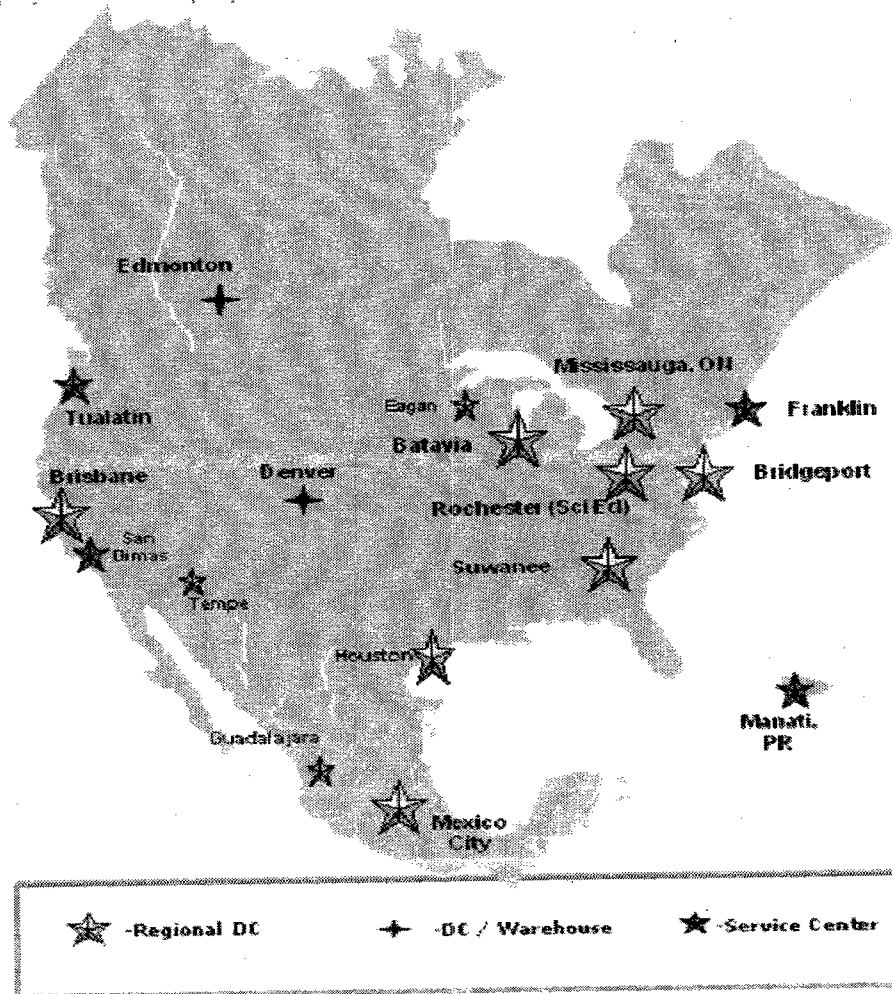
- 4.5.8 (M)** Identify all Bands that you are responding to, by number and title (e.g. "Band 2: Plasticware; Band 3: Gloves). The State requires this information in order to evaluate your response to the criteria provided below.

**Band 1: Full Line Catalog**

## 4.6 EXPERIENCE AND REFERENCES

**4.6.1 (E)** Detail your corporate qualifications and experience which would enable you to successfully provide the lab equipment and supplies for the Bands you are responding to, at the levels indicated in this RFP.

VWR International is a leader in the global research laboratory industry with worldwide sales in excess of US \$3.9 billion. VWR International's business is highly diversified across products and services, geographic regions and customer segments. The company offers products from a wide range of manufacturers, to a large number of customers primarily in North America and Europe. VWR International's principal customers are major pharmaceutical, biotechnology, chemical, technology, clinical, food processing and consumer product companies, universities and research institutes, governmental agencies, environmental testing organizations, and primary and secondary schools. VWR International distributes a diversified product mix, including chemicals, glassware and plasticware, equipment and instruments, furniture, protective apparel, production and safety products, and other life science and laboratory products and supplies. VWR International supports its customers by providing storeroom management, product procurement, supply chain systems integration, technical services and laboratory bench top delivery. VWR International maintains operations in over 20 countries and employs over 6,600 people worldwide.





**4.6.2 (E) FOR BAND 1: FULL LINE CATALOG SUPPLIERS:** Use the attached Reference Questionnaire (**Attachment 6**) to provide three professional references from customers for which you hold a contract with an annual volume of at least \$10M.

VWR has requested these references to be returned directly to the State of ID per the Reference Questionnaire.

**FOR ALL OTHER BANDS (2 – 5):** Submit three professional references (using **Attachment 6**) from customers for which you hold a contract which includes the named Band.

**FOR ALL PROPOSERS:** Provide the Reference Questionnaire (**Attachment 6**) to each reference, instructing the reference to return the questionnaire directly to the Division of Purchasing. References received directly from the Proposer (or from any source other than the reference itself) will not be accepted. References must be received at the Division of Purchasing prior to the date and time of the RFP closing, and may be submitted via fax, e-mail or mail. The Division of Purchasing reserves the right to verify any reference information it receives. References which are not timely received or which are received directly from the proposer will receive a score of "zero." If more than three references are received, the scores will be averaged.

VWR acknowledges the above statements.

## **4.7 CUSTOMER SERVICE AND SUPPORT**

**4.7.1 (E)** The State desires a support relationship with a Contractor that will ensure timely delivery, competent technical support for the products, as well as professional and timely response and resolution to any issues. Describe how you will meet these requirements.

At VWR, we strive for operational excellence. We have a highly specialized Government team that has established contracts, procedures and services to make your job easier. As we are always looking for new ways to increase efficiency, we've created a NEW Government Customer Service Team — specially trained to assist you with VWR Government contracts and relationships.

Dedicated toll free number: 877-881-1196

Dedicated Email address: [GovernmentCustomerService@vwr.com](mailto:GovernmentCustomerService@vwr.com)

Dedicated Fax number: 612-728-2283

### **Standard Order Shipping and Consistent Delivery Performance**

The VWR North America distribution network provides consistent same day order processing / shipping through standard 12 Noon order entry cut-off. Delivery typically is within 24-48 hours for most customer locations. VWR can provide specialized delivery arrangements upon collaboration with VWR Sales and Operations team. Orders received after the noon cut-off will ship next day; however, all emergency or rush orders will ship same day through 4 PM daily. These orders are to be entered as "Immediate Orders" which will indicate emergency order handling to the warehouse. Emergency orders after 4PM cut-off may be accommodated. Contact call center customer service in an emergency.

### **Product Technical Support**

VWR's Customer Service Representatives (CSRs) handle all aspects of customer service; whether it is handling phone calls, responding to emails, or product information. They are

supported by manufacturers technical Hotlines and VWR's own Technical Resource Center, whom are capable in timely expert assistance. Customers can also contact VWR's Technical Specialists directly:

- E-mail: [TechnicalResourceCenterNA@vwr.com](mailto:TechnicalResourceCenterNA@vwr.com)
- Phone: 1-888-VWR-LINE(1-888-897-5463). Options as follows:
  - #1: Chemicals
  - #2: Chromatography/Filtration
  - #3: Life Science
  - #4: Safety
  - #5: Clinical & General Lab Supplies
  - #6: Equipment & Instrumentation

#### **Issue Resolution**

Returns, Credits, Damages/Defective Products and Customer Service related complaints are handled within the Customer Service Centers. If the agent that receives the complaint via phone, fax or email is able to provide a resolution at the time of receipt, they will do so. If additional investigation or information is required, they will provide the Customer with a complaint case number and continue working the issue. The complaint case is tracked from the time of entry until completion. Customer Service Agents update the Customer as the case progresses.

#### **4.7.2 (E) Describe how you will effectively communicate with the State and the Ordering Entities.**

VWR's Customer Service Representatives (CSRs) are dedicated VWR associates who support our customers with problem resolution. They handle all aspects of customer service. Whether it is handling phone calls, responding to emails, or product information, VWR CSRs are available to assist you in a professional, knowledgeable manner. Our Customer Service Representatives are available Monday through Friday and have extended operating hours from 7:30 am ET – 8:00 pm ET.

#### **4.7.3 (E) Describe how you will assign staff to support the resulting contract (i.e. technical staff, customer service representatives and regional/local sales representatives). Identify the locations of staffed offices, including a contact name, address, phone number, and web and/or e-mail address (if available), which will be available on a daily basis to assist Ordering Entities with utilizing any resulting contract.**

VWR's Customer Service Representatives (CSRs) are dedicated VWR associates who support our customers with problem resolution. They handle all aspects of customer service. Whether it is handling phone calls, responding to emails, or product information, VWR CSRs are available to assist you in a professional, knowledgeable manner. Our Customer Service Representatives are available Monday through Friday and have extended operating hours from 7:30 am ET – 8:00 pm ET.

VWR has 4 U.S. Fulfillment Centers, with over 300 agents. The Government Customer Service Team responsible for NASPO and its Participating States will be specifically trained to be familiar with your contract terms and conditions and will have detailed customer profile information available on their computer screens when a call from a NASPO Participating Member is received. This approach ensures that your calls will be answered by a rep that is familiar with the contract, your facilities' requirements and staff. This allows VWR to provide

the highest level of service with each call. There will be no interruption in service or continuity due to vacations, sick days, medical leaves, breaks or lunch.

VWR's Customer Service Representatives utilize leading edge Customer Relationship Management Software and phone technology to service our customer base. The technology provides the Customer Service Representative access to your detailed account requirements, past interaction history, and allows VWR to route your call, email, or fax directly to your team. Our four US Call Centers have an established Quality Monitoring program in place to ensure the quality of service being provided to you.

Please see below a list VWR's North American Customer Fulfillment Centers:

**Bridgeport Customer Fulfillment Center**

405 Heron Drive  
Bridgeport, NJ 08014  
Orders: 1-800-932-5000  
Web Orders: [www.VWR.com](http://www.VWR.com)  
Phone: 856-467-2600

**Suwanee Customer Fulfillment Center**

1050 Satellite Blvd.  
Suwanee, GA 30024  
Orders: 1-800-932-5000  
Web Orders: [www.VWR.com](http://www.VWR.com)  
Phone: 770-495-1000

**Batavia Customer Fulfillment Center**

800 East Fabyan Parkway  
Batavia, IL 60510  
Orders: 1-800-932-5000  
Web Orders: [www.VWR.com](http://www.VWR.com)  
Phone: 630-879-0600

**Brisbane Customer Fulfillment Center**

3745 Bayshore Blvd.  
Brisbane, CA 94005  
Orders: 1-800-932-5000  
Web Orders: [www.VWR.com](http://www.VWR.com)  
Phone: 415-468-7150

**Sales**

VWR's Sales Team is made up over 400 trained outside reps. The sales force is assigned territories by geography. Some very heavily populated areas have multiple representatives in the same geographical area. In these areas they are typically assigned to certain market segments based on their style and expertise. For very remote areas we have a team of inside direct representatives that are also assigned to specific geographies as well as market segments.

When an a new account is opened it is screened and profiled by our Customer Master Data team. This data is sent to the Area Vice President who will assign the account to the Regional Sales Manager that they feel is the most appropriate for customers market segment. Finally the Regional Sale Manager will assign the Sales Representative that is most appropriate based on the customer's needs. The NASPO participating members can feel confident that VWR will have the appropriate sales resource aligned with their needs.

**Technical Support**

In addition to the Sales and Customer Service VWR has whole team of technical specialist throughout the country. The associates are experts in the fields of: Chemicals, Chromatography, Life Sciences, Equipment and Instrumentation, Lab Animal Research, Safety, Furniture, and Business Processes, and Managed Services available to support the Customer and Sales Team's Needs.

**Government Team**

This team is specifically trained and experienced to handle the needs of our Federal, State and Local Government customers. They understand the needs of this market from Government Regulations, to ARRA funding requirements, to Small Business and MWBE set asides. The team is lead by our Government Market Segment Directors and Contract Administration Director. The NASPO contract is owned directly by these two individuals.

**4.7.4 (E) Describe how you will provide ongoing training to your staff assigned to support the resulting contract.**

VWR is committed to providing VWR's Customer Service Representatives with an ongoing training program (minimum of 16 hours/year) on systems, product, and customer service skill development to ensure continuous improvement in the service we deliver to our customers daily. The Government Team Customer Service representatives are familiar with requirements and service other State entities. These representatives would be extensively trained on NASPO and State of Idaho's requirements as part of the customer on-boarding process. VWR Customer Service Supervisors would utilize VWR's Quality Monitoring system to evaluate the quality of customer interactions and coach continuous improvement to ensure we continuously improve NASPO Participating Members' customer experience.

The Field Sales team undergoes continuous NASPO specific training via both electronic teleconferencing and webinars as well as personal one on one meetings with the Government Team leaders.

**4.7.5 (E) Describe your invoicing and credit processes; and how these meet the requirements of this RFP. Describe the measures you have in place to insure that any billing issues are resolved to the Ordering Entity's and the State's satisfaction, in a timely manner.**

VWR offers customers a number of invoicing options including:

- Paper Consolidated Billing – Available in a variety of layouts and formats
- E-Invoicing – A feature that provides secure access to your invoices from VWR.com. View, download, or print copies directly from our web site
- EDI Invoicing
- Traditional Paper Invoicing
- E-mail Invoicing – Adobe version of the Traditional Invoice delivered via e-mail

In addition, VWR supports all major Credit Cards and Procurement Cards and provides Level III data feeds on a daily basis.

For billing issues, contact your customer service team or on-site. The phone number appears on each paper invoice. Pricing and freight issues will be resolved by customer service, tax issues

will be referred to the tax department. Return goods require an RGA (returned goods authorization).

**4.7.6 (E) Describe in detail the training which would be offered to Ordering Entities throughout the term of the resulting contract.**

First we would meet with key players at the entity to get an understanding of their internal SOP's in regards to how they handle requests and process their orders.

We would ask questions such as, do the end users place orders or do they go through central purchasing. Do they call their orders in? Do they order on-line or use a purchasing system? Once we establish the personal requirements of the entity we will move forward with the training.

For training on the State Level our respective state team would meet with their purchasing group and do a live training. Our team would include the Director of Government Business, the Regional Sales Manager and Account Manager for the respective state. PowerPoint training would be provided with handouts that they can keep for future references. We would offer to provide follow up training personally or via Webex whenever a new purchaser came on board or they needed a refresher. This Training would include details around the contract as well as how to work within the VWR system.

We would then coordinate with the State to hold personal or online training sessions for all the State Agencies. These trainings would include leave behind handouts and guides. The session would include key State Purchasing Members to answer any agency questions and reinforce their support for using the contract.

Concurrent to these external trainings we would be providing internal training for the VWR Representatives. This training would include not only how to present and support the members but also how to train them. These reps would be responsible for one on one training for municipalities. They would be given all the training tools and documentation to educate any end user. The Government Team would make themselves available to the reps for support should they need their involvement.

Finally we will provide a link to a training video on the welcome page of their online VWR profile.

**4.7.7 (E) Describe your experience providing technical services to state or other public entities of varying size and functionality, with regard to supplying lab equipment and supplies, including your experience with laboratory inventory management in various laboratory environments (e.g. University, hospital, veterinary, forensic, etc.).**



For over 20 years, VWR has supported our customers by providing quality services to researchers, procurement professionals and facilities managers. Today, VWRCATALYST service solutions are in place in many of the largest companies and Universities in the U.S. to help these organizations re-focus their energies on their core functions, saving time and money. It is from this experience that VWR is able to develop and implement comprehensive customized solutions that are integrated into our customer's operations.

**VWRCATALYST Equipment and Instrument Services** is an ISO9001:2008 certified organization, with a quality management system built on the requirements of ISO/IEC 17025. As such, we have committed significant investments and enhanced our position as a premier provider of quality validation, calibration, compliance and asset management services to the research communities. Currently, VWR has calibration laboratories operating in Franklin, MA and Vacaville, CA as well as field based service technicians throughout the United States. We also have several Managed Service and Program Management engagements providing dedicated resources to service and calibrate a wide variety of instruments.

The North American Equipment & Instrument Services (EIS) team is part of the North American Services team comprised of the VWR Site Services and the Business Process Consultants teams.

#### Facts & Figures

- Over 4000 current customers including 5 of the world's largest pharmaceutical and biotech companies
- On-site dedicated technicians at 3 of the largest pharmaceutical and biotech companies in the world
- VWR's service organization spans 19 countries worldwide

**VWRCATALYST Equipment & Instrument Services** product portfolio supports the entire laboratory asset lifecycle from procurement to disposition.

- Asset Inventory and Audit
- Installation
- Preventive Maintenance
- Calibration
- Corrective Maintenance
- Managed Maintenance
- Contract Management
- Qualification (IQ, OQ, PQ)
- Relocation
- Disposition

#### Key Customer Benefits

- One partner, one solution for service, qualification, and calibration of multiple technologies.
- Multi-vendor maintenance and qualification across the entire spectrum of laboratory apparatus.
- The convenience and cost-effectiveness of one consolidated service contract.
- Increased productivity with less downtime.

#### Technologies & Services Portfolio

##### COMBINED EXPERTISE

HPLC	Dissolution	Mandrelator	Industrial Scales/Weights
LC/MS	Plate Readers	Barometer	Timer/Stop Watches
GC	Liquid Handling	Gas Regulators	Instrument Timing Devices
GC/MS	Balances	Hygrometers	Autoclaves
ICP	Stability Chambers	Incubators	Repeaters
ICP/MS	Lab Water Systems	Titrators	Freezers
AA	Refrigerators	Ovens	Furnaces
IR	Pipettes	Thermal Cyclers	Custom Built Protocols
Thermal Analysis	Centrifuges	Data Loggers	Temperature Mapping
UV			

Chemical Tracking	Laboratory Lifecycle Management	Repair & Maintenance	Qualification, Validation & Calibration
Six Sigma	Laboratory Relocation	Asset Disposition	Online Asset Tracking & Monitoring
Asset Utilization	LEAN Process Consulting	Class Washing	Stockroom Management

### VWRCATALYST Business Process Consulting

VWR Catalyst Consulting provides you with a clear advantage by leveraging more than 25 years of experience providing services and knowledge of best practices across many industries to our customers engaged in science.

VWR Catalyst provides industry-leading capabilities to drive immediate and sustainable ways to reduce costs. We deploy LEAN, a globally recognized methodology and tools for continuous improvement. These skills and capabilities provide you with a proven strategy to discover ways to reduce costs, streamline processes and eliminate waste.

We begin by constructing a Value Stream Map (VSM) to identify value-added and non-value-added elements of the current processes. This baseline document provides you with the capability to pinpoint hard and soft cost savings opportunities specific to your situation. In addition we use activity-based costing and management processes to establish the initial baseline for improvement.

VWR Catalyst provides business process consulting services, 'non-core' laboratory support services, inventory management, chemical tracking and management, technical asset management, warehouse and logistics, supply chain, business-to-business and procure-to-pay processes, and much more.

VWR Catalyst provides customers specific documentation that defines how our services provide the capabilities to achieve goals, solve problems and address real business needs. With this roadmap in hand, combined with our experience and expertise, our customer partners typically achieve the following improvements\*:

- 20% reduction in inventory carrying value through inventory optimization
- 15% improved cash flow through payable improvement
- 20% lower order processing costs through supplier consolidation and fewer purchase orders
- 10% reduction in HR Processing fees
- 15% labor savings
- 15% product cost reduction through supplier consolidation, VWR private label alternatives and branded supplier product standardization
- 15% additional time for researchers to drive incremental revenue
- Increase in revenue generating real estate or floor space
- Reduced organizational strain from managing a nonexempt workforce
- Remove severance liability due to decreases in volume
- Increase percentage of "on time" preventative maintenance services\*
- Increased service response times and reduction of equipment downtime\*

### VWRCATALYST Site Services

Site Services is an organization within VWR that provides outsourced services to customers engaged in science and production. Site Services leverages its expertise and core competencies to deliver value through supply chain management and laboratory support services in the following areas:

- Supplier Management
- Indirect Material/MRO Sourcing and Procurement
- Inventory Control and Forecasting

- Internal and External Logistics
- Business Process Analysis
- Technical Product Expertise
- Cost Effective Labor Management

Scale of the Site Services Organization

- Nearly 30 years of providing site services solutions
- Over 450 VWR Associates
- Servicing over 160 customer sites
- Providing a wide range of services, including inventory and storeroom management, procurement specialists, shipping and receiving and chemical tracking solutions.
- Managing approximately 2500 customer stocking locations
- Supporting over 70,000 Point of Use (POU) locations

Process Control Expertise

- Scope of work development
- Standard Operating Procedures
- Key Performance Indicators
- Operating Reviews
- Business Reviews
- Site Audits
- Site Surveys

Personnel Management

- Standardized hiring practices that allow for identification of individuals that can function in a dynamic service environment
- Empowered associates that are held accountable for site performance
- Employee development opportunities and career paths
- Training in safe and efficient warehousing and logistics operations
- State of the art remote access distance learning center

Below is a brochure of our technical services (also included as Exhibit 2):



**4.7.8 (E)** Describe how you will meet the requirements of §2.4, above, phone and Internet ordering, as well as the website requirements. Describe how your customer service representatives are qualified/trained to respond to questions regarding the resulting contract; and how you will meet the maximum designated wait time for phone orders. Provide a detailed description of your proposed website and its functionality, which addresses, at a minimum, the requirements contained in §2.4. Describe how your proposed website will enhance your customer service (e.g. search features; ordering; billing; account updates; customer-specific ordering history; inventory assistance; faq's; webinars; trouble-shooting; etc.). Provide sample screen shots of existing websites created for other customers.

VWR Customer Service organization is committed to proving VWR's Customer Service Representatives with an ongoing training program (minimum of 16 hours/year) on systems.



product, and customer service skill development to ensure continuous improvement in the service we deliver to our customers daily. The Government Team Customer Service representatives are familiar with requirements and service other State entities. These representatives would be extensively trained on NASPO and the State of Idaho's requirements as part of the customer on-boarding process. VWR Customer Service Supervisors would utilize VWR's Quality Monitoring system to evaluate the quality of customer interactions and coach continuous improvement to ensure we continuously improve NASPO Participating Members' customer experience.

The VWR Customer Service National organization utilizes sophisticated telecommunication technology to effectively disperse incoming calls to the 1st available trained agent in any of our 3 major US Call Center locations. By continuously searching for the next available agent, the customer experiences improved speed of answer, occurrences of extended wait times are minimized, and we are able to offer service for 12.5 hours a day from 7:30 AM-8:00 PM EST.

Our global web site is intuitive with built-in robust features that make it popular with thousands of customers around the world. Our customers have been instrumental in providing feedback regarding our web site and have helped us develop VWR.com into a site that is constantly evolving to meet their unique needs.

Below are the requirements of §2.4 and VWR's response.

## **2.4 ORDERING**

**Contractor must establish and maintain a toll free phone number as well as an Internet-based ordering system for order placement, order inquiry, price and availability inquiries. Contractor must establish a wait time to place an order of less than 3 minutes. Contractor must maintain a web site, accessible by both the Ordering Entity and the Division of Purchasing, for the resulting contract. The web site, at a minimum, must:**

The Government Team can be reached by phone, email, or fax.

**Dedicated toll free number: 877.881.1196**

**Dedicated Email address: Government.CustomerService@vwr.com**





**Dedicated Fax number: 612-728-2283**

### **2.4.1 Allow Participating Entities to search Contractor's catalog based on key word, brand name, description, etc.;**

VWR.com provides customers with powerful search capabilities that support searching in a variety of ways, including:

- Keyword/description
- VWR, manufacturer or competitor part number
- Brand name
- CAS Number
- Molecular/substructure searching
- Chemical names/synonyms, etc.

In addition, the VWR.com side-by-side product comparison is a great tool to enable education product selection.

COMPARE PRODUCTS			
<a href="#">Return to Search Results</a>			
			
<a href="#">Remove</a>	<a href="#">Remove</a>	<a href="#">Remove</a>	<a href="#">Remove</a>
<b>Model:</b> <u>PROTEGRITY CP STER GLV 9</u>	<u>GLOVE, HYPOCLN, STERILE, 7 PK20</u>	<u>GLOVES, STL LTX SZ8.5 PK50PR</u>	<u>GLOVE POWDERFREE STRL SZ9 PK50</u>
<b>VWR Part Number:</b> PH2Y72N7	32933-885	PH2Y1426T	32933-946
<b>Supplier:</b> Cardinal Health	Kimberly-Clark	Cardinal Health	Kimberly-Clark
<b>Add To Basket:</b> Price: <input type="text" value="Case of 200: \$345.09"/>	Price: <input type="text" value="Pack of 20: \$19.20"/>	Price: <input type="text" value="Pack of 50: \$114.90"/>	Price: <input type="text" value="Pack of 50: \$77.39"/>
Quantity: <input type="text"/> <a href="#">ADD TO BASKET</a>	Quantity: <input type="text"/> <a href="#">ADD TO BASKET</a>	Quantity: <input type="text"/> <a href="#">ADD TO BASKET</a>	Quantity: <input type="text"/> <a href="#">ADD TO BASKET</a>
<b>Description:</b> Protegrity® CP Sterile Latex Gloves with Nitrile. Triple-layer, powder-free clean process gloves. Integrates comfort of natural latex with strength of nitrile. Beaded cuff. Bisque finish. Gamma sterilized to SAL 1e-6. Length: 30.5cm. Finger thickness: 9.4mil. Palm thickness: 9.1mil. CE. Size 9.	Safeskin® Sterile Critical Latex Gloves. For critical environments. Hand-specific. Powder-free. Washed. Textured and "oxyglazed" surface. Sterilized by gamma radiation. Traceability system, irradiation certifications. Tapered, beaded cuff. 30.5cm long. Thickness: 9mil. Color: natural. Size: 7.	Multi-Flex® Sterile Clean Process Latex Gloves. Hand-specific. Patented "natural" mold design with independent thumb configuration and tapered fingers. 7mil thick, 30.5cm long. Antislip bisque finish. Reinforced cuff. Meet ASTM D5712. Size: 8-1/2. Pair packaged in polybags.	Safeskin® Sterile Controlled Natural Rubber Latex Gloves. Nonpyrogenic, nonhemolytic. Meet ASTM D3577 physical property standards. Sterilized by gamma radiation to Sterility Assurance Level of 1e-6. 9mil thick, 30.5cm. long. Size 9. Pair packed in individual wallets, 50 pair per polybag.

#### 2.4.2 Provide List Price, Discount information and Contract Pricing;

VWR.com can be configured to display list price and your discount (contract) pricing for all products.

#### 2.4.3 Allow Participating Entities to place an order on-line, with a secure means for storing procurement card information;

VWR.com supports secure on-line credit card ordering and procurement card storage via our encrypted web site (We support SSL version 3 and the newer TLS encryption standards for HTTPS.)

#### 2.4.4 Provide tracking/status information after an order is submitted;

Our web site allows you to easily check on status of orders, despite how the order was placed (phone, fax, web, etc.) and updates status info every 30 minutes. VWR.com also provides order tracking capabilities as well as online copies of packing slips and invoices.

#### 2.4.5 Maintain a database for each Participating Entity, identifying the entity by a unique number, and containing an up-to-date listing of equipment and supplies which have been ordered during the life of the contract; the date and status of each order (including the date of delivery); the quantity and pricing; as well as the contact

information for the individual at the Participating Entity that placed the order.


Users of VWR.com are securely maintained in web profiles via a combination of User ID, password and VWR account number(s). Order history & status info are readily accessible online for 90 days (provided in a user-friendly list format). Order history and status for orders older than 90 days can be retrieved via look-up using specific order information (e.g., PO number and invoice number). The information available for each order includes quantities & products ordered, date ordered, delivery information (including delivery address). In addition, VWR can provide a number of order history reports in a variety of formats that can be provided upon request or an agreed-upon frequency.

**2.4.6 Provide training materials and FAQ's for use of the website and the contract; as well as troubleshooting tips;**

VWR can provide a host of training, FAQ and quick-reference materials to support your website ordering initiatives. There is also a host of information available on VWR.com at: <https://www.vwrsp.com/help/index.cgi> and <https://www.vwrsp.com/sitemap/index.cgi>.

**2.4.7 Provide contact information for ordering, billing, credit, service and other complaints/issues;**

VWR.com can post a custom welcome page that contains specific contact information for ordering, billing, credit, service and other issues or feedback.



The graphic is a rectangular box with a decorative border. On the left side, there is a large, stylized letter 'N' inside a dark square. To the right of the 'N', the VWR logo is displayed, consisting of the letters 'VWR' followed by a stylized 'V' and 'W' symbol. To the right of the logo, the text 'VWR.COM' and '1.800.932.5000' is visible. Below the logo and phone number, the title 'Contact List and Account Information' is centered. The main body of the graphic contains contact information for various services, including University Customer Service, VWR Catalyst, Product Technical Support, and sales representatives.

**VWR.COM**  
1.800.932.5000

**Contact List and Account Information**

For immediate assistance with orders, tracking, returns, credits, invoice copies, stock checks, etc, please contact University Customer Service -  
Call: 866-890-8229  
Email: [universitycustomer@vwr.com](mailto:universitycustomer@vwr.com)  
Fax: 610-728-2267

VWR Catalyst - Calibration and Validation Services - 888-793-2300  
Product Technical Support - 888-897-5463  
[vwr.com help, new user profiles, online ordering issues - solutions@vwr.com](mailto:solutions@vwr.com)

For sales related inquiries, please contact -  
Karl Glaub, Sales Representative - [karl\\_glaub@vwr.com](mailto:karl_glaub@vwr.com), 510-367-9164

Or my team of Specialists -  
Michelle Alegria-Hartman, Life Science Specialist - [michelle\\_allegria-hartman@vwr.com](mailto:michelle_allegria-hartman@vwr.com)  
Bryan Romeo, Lab and Office Furniture Specialist - [bryan\\_romeo@vwr.com](mailto:bryan_romeo@vwr.com)  
Adam Seddiqui, Lab Animal Specialist - [adam\\_seddiqui@vwr.com](mailto:adam_seddiqui@vwr.com)

**2.4.8 Provide a current list of names and contact information for all of Contractor's sales representatives assigned to support the Contract, identifying the geographic area**

assigned to each one;

The VWR.com custom welcome page is also a great place to post contact info for VWR sales representatives.

In addition to the information being available through the customized welcome page, please see Exhibit 3 for a listing of the Region Managers and the states they cover.

**Your Direct Representative is**  
**Sarah Ryan**  
**Phone: 678-288-3138 E-mail: sarah\_ryan@vwr.com**

**If you need immediate assistance,  
 you may contact VWR by calling one of the numbers below.**

**Customer Service: 1-800-932-5000**  
**Internet Help Desk: 1-888-320-4357**  
**Technical Product Hotline: 1-888-897-5463**

**You may be asked for your Shipping Account # which can be  
 found under you're my ACCOUNT tab ( **my Account** ), in the Shipping  
 Information Section on the left hand side.**

Shipping Information  
Default Shipping Account Number:  
 Your Seven Digit Account Number Here

**As a Reminder you must still place your Open Requisitions. Orders as  
 normal orders. They are NOT automatically entered in as an order.**

Additionally, VWR.com is equipped with many handy features that make product research and ordering easy, including:

- Contract pricing (reflecting your discount)
- Real-time product inventory info from multiple warehouses and suppliers

The VWR.com shopping basket provides real-time product inventory status as well as list and contract pricing.

Upload a List of Products

Upload your comma delimited file for containing VWR part numbers, units of measure and quantities. [Click to learn more.](#)

Unit	Quantity	Price	Your Price	Available	Extended Price	Remove
CL	1	\$99.00	\$99.00	Shipped Direct From Supplier Est. Shipping Date 08/22/2008	\$99.00	
If quantity is changed, see VWR at 1-800-932-5000.						
Cost Center: <input type="text"/>						
Unit	Quantity	Price	Your Price	Available	Extended Price	Remove
AC	1	\$4.00	\$4.00	In Stock Est. Shipping Date 08/22/2008 From PHOENIX, AZ	\$4.00	
If quantity is changed, see VWR at 1-800-932-5000.						
Cost Center: <input type="text"/>						
Unit	Quantity	Price	Your Price	Available	Extended Price	Remove
IN	1	\$11.00	\$11.00	In Stock Est. Shipping Date 08/22/2008 From PHOENIX, AZ	\$11.00	
Cost Center: <input type="text"/>						

- Custom catalogs which can built to meet your "best buy" requirements

- Easy-to-use (and reuse) product hot lists for quick ordering
- Robust product search capabilities – search using any kind of key word, product number, CAS number, chemical structure, etc.

YOUR search results

Text Search: pall filtration

SEARCH within these results

REFINE within these results

Product Category

- Capsules, Vents, and Filtration Devices (14)
- Accessories for Filtration (15)
- Tangential Flow Filtration Devices (11)
- Vacuum Bottle Top, Filter Bottle Joints, and Funnel (1)
- Ultrafiltration Products and Devices (Specialty) (1)
- Process Scale Filtration Products (1)

You Searched for "pall filtration"

RELATED SEARCHES

Product Category + Supplier

- Accessories for Filtration - Pall Life Sciences
- Capsules, Vents, and Filtration Devices - Pall Life Sciences
- Process Scale Filtration Products - Pall Life Sciences

Products (181) Other Information (57)

1-15 of 181 Sort by: Price Low to High Page: 1 2 3 4 5 6 7 8 9 10 Next

Show Results at the Group Level by Bringing Like Products Together Compare Selected Items

MINIMATE TFF 10K OMEGA PK 1

Catalog Number: 29301-908

Supplier: Pall Life Sciences

Description: Minimate® Tangential Flow Filtration Capsule. 10K Omega® modified polyethersulfone membrane. Glass-reinforced polypropylene housing. 50cm<sup>2</sup> effective filtration area. Recommended crossflow: 30-40mL/minute. Operating temperature: 5 to 50[degree]C. 4bar maximum operating pressure. 20Lx3.8Wx1.8Hcm.

Price: Pack of 1: \$152.74

Quantity: ADD TO SHOPPING CART Compare Items

MINIMATE TFF 3K OMEGA 1/PK

Catalog Number: 29301-902

Supplier: Pall Life Sciences

Description: Minimate® Tangential Flow Filtration Capsule. 3K Omega® modified polyethersulfone membrane. Glass-reinforced polypropylene housing. 50cm<sup>2</sup> effective filtration area. Recommended crossflow: 30-40mL/minute. Operating temperature: 5 to 50[degree]C. 4bar maximum operating pressure. 20Lx3.8Wx1.8Hcm.

Price: Quantity: Compare Items

TOP SELLERS

- Pressure Filtration Funnel, 420mm, Pall® Life Sciences
- Pall Life Sciences
- AcroCap® Positive Pressure Devices, Sterile, Pall® Life Sciences
- Pall® Life Sciences
- AcroPrep® 24 Filtration System, Pall® Life Sciences
- Pall Life Sciences
- Air Monitoring Cassette, Pall® Life Sciences

- Built-in product cross referencing for competitive and manufacturer product crossing
- On-line Quote-to-Order Functionality allows web users to place their quoted orders via the web
- State-of-the-art credit card security to support secure storage and ordering
- Automatic e-mail order acknowledgements and ship notices
- A variety of **ordering controls** are available including user-specific spending limits, approval routing and mandatory checkout fields
- Customizable welcome pages to communicate reminders, policies & procedures, etc
- Order status & tracking as well as order history

## Shopping basket

The VWR.com shopping basket provides real-time product inventory status as well as list and contract pricing.

## Upload a List of Products

Upload your comma delimited list file containing VWR part numbers, list or contract pricing, and quantities. [Click here to upload file](#)

[Upload](#) [Cancel](#)

UNIT	Quantity	Price	Your Price	Available	Extended Price	Remove
CS	1	152.74	152.74	Shipped Direct from Supplier Est. Shipping Date 05/05/2005	152.74	
N/A Inventory is critical, call VWR at 1-800-522-2000.						
Cost Center: 0000						
UNIT	Quantity	Price	Your Price	Available	Extended Price	Remove
PK	1	24.25	24.25	In Stock Est. Shipping Date 05/05/2005 From Warehouse	24.25	
Only a small quantity of this item is in stock at this time due to a lack of complete inventory.						
Cost Center: 0000						
UNIT	Quantity	Price	Your Price	Available	Extended Price	Remove
PK	1	120.00	120.00	In Stock Est. Shipping Date 05/05/2005 From Warehouse	120.00	
Cost Center: 0000						

VWR.com also provides robust product content to allow you to make educated purchasing decisions for quotations or for normal purchases. This includes:

- Product Description
- Product Image (if available)
- Manufacturer
- Manufacturer Product Number
- Unit of Sale (Measure)
- MSDS (if applicable)
- Certificate of Analysis (if applicable)
- Direct links to product pages on manufacturer sites for more technical info.

Product & Manufacturer


Product description & image

**96-Well Filter Plates, Corning®**

Suppliers: Corning

*Find Similar Items in Product Catalog* **96-Well Filter Plates for High Throughput Screening**

Supplier: Corning



These white, polystyrene filter plates are designed to ensure reliable results free of cross-contamination. They feature a special over-molding process that encapsulates individual filter disks in the plate, ensuring 100% integrity of each well. The narrow-well design prevents cross-contamination. The rigid sidewalls make the plate ideal for automation... and the wide skirt accepts bar codes.

The low-binding hydrophilic PVDF membrane filter plates are ideal for protein kinase assays or for bead or resin-based separation assays. The glass fiber filter plates can be used for a variety of applications such as plasmid isolation, DNA purification, or receptor/ligand binding assays.

The applicator (77776-434) easily assembles and disassembles the filter plate and adapter and ensures a perfect, leak-free fit.

Membrane Type	Sterility	Corning No.	VWR Catalog#	Unit	Your Price	Qty
0.2µm PVDF Hydrophilic Membrane	Nonsterile	3504	77776-306	Case of 50	\$800.09	<input type="text"/>
0.2 µm PVDF Hydrophilic Membrane	Sterile	3505	77776-456	Case of 50	\$826.37	<input type="text"/>
0.25 µm Glass Fiber	Nonsterile	3510	77776-308	Case of 50	\$875.57	<input type="text"/>
0.85 µm Glass Fiber	Nonsterile	3511	77776-010	Case of 50	\$875.57	<input type="text"/>
Accessories						
Applicator	Nonsterile	3507	27756-454	Case	\$1,419.24	<input type="text"/>
Filter Plate	Nonsterile	3506	46610-076	Case of 50	\$800.09	<input type="text"/>
Wells Guard	Nonsterile	3514	80081-112	Case of 100	\$323.44	<input type="text"/>
Volume Adapter	Nonsterile	3584	25443-124	Case of 50	\$379.36	<input type="text"/>

ADD TO CART
VIEW SHIPPING RATES

Product ordering info, including Manf. #, VWR #, Unit of measure, contract price, etc.

**4.8 (E) SUSTAINABILITY**

Provide a comprehensive discussion of your company's corporate and local sustainability practices for the entire scope of Lab Supplies and Equipment offered in your proposal. Your response should include, but not be limited to, efforts to reduce adverse effects on human health and the environment for the entire product lifecycle; including energy, water, safety, delivery, storage, packaging and training. Where practicable, include numeric measures of progress made to meet established sustainability goals, objectives and targets.

**Sustainability at VWR: Balancing People, Process and Planet**

VWR International recognizes our customers' commitment to their sustainability goals and supports these initiatives. To this end, we have developed a global sustainability policy that guides our tactical short and long term plans. In addition to the information provided below, please reference our Sustainability pages on the web, [www.vwrsp.com/sustainability](http://www.vwrsp.com/sustainability).

**VWR Global Sustainability Policy**

Enhancing the value of VWR over the long term is in the interests of VWR's customers and associates, as well as for society as a whole. Although sustainability has been defined by many, at VWR, we are approaching sustainability to meet the three primary goals as defined by the UN World Commission on Environment and Development:

- Economic growth (balancing profits with environmental responsibility)
- Environmental performance (includes but not limited to 'Green' initiatives)
- Social progress (leaving the world a better place)

Our objective is to enhance the value of the Company over the long term in the interests of its owners, associates, and society as a whole. VWR expects all associates to ensure that it achieves these objectives by meeting and exceeding customers' needs through teamwork and mutual respect and by focusing on productivity, innovation and efficiency in operations. Importantly, these objectives will also be achieved by paying close attention to legal requirements, issues of social responsibility, sustained environmental protection in operations, workplace safety, and conduct that reflects the highest ethical values. VWR will work together with suppliers and customers to seek and implement flexible and innovative ways to achieve our business objectives, including ways to meet our environmental objectives.

Recognition of a customer's commitment to sustainability is an important factor in VWR's overall Systems Solutions approach. VWR is committed to helping others achieve their business goals through products, processes, and services. Further information on VWR's approach to sustainability is available on [www.vwrsp.com/sustainability](http://www.vwrsp.com/sustainability).

**VWR Environmental, Health, Safety & Security Policy**

VWR International, LLC (VWR) recognizes its responsibilities to environmental protection, occupational health, safety and national security. VWR is committed to achieving best

environmental, health, safety and security practice throughout its business activities. EHS&S Management at VWR is based on continuous improvement consistent with current knowledge and is an executive-management issue.

With regard to its overall EHS&S objectives and targets, VWR will:

- Comply with the requirements of relevant legislation and regulations.
- Incorporate appropriate environmental, health, safety and security criteria and factors into business decisions.
- Develop management processes and operational procedures whose functions are to prevent pollution and continuously improve environmental, health, safety and security performance.
- Reduce the consumption of raw materials, minimize the use of environmentally sensitive materials and promote the use of recycled materials, whenever possible.
- Avoid and minimize waste as far as possible and ensure all waste is managed, treated and disposed of in an environmentally acceptable manner.
- Conduct on-site audits to ensure operations are in compliance with EHS&S management requirements.
- Provide appropriate levels of training and support to management and employees to ensure they are able to fulfill EHS&S management requirements.
- Work with major suppliers, contractors and customers to help facilitate their EHS&S performance improvement.
- Make known to the public VWR's environmental safety policy and programs and be supportive of local EHS&S initiatives.
- Ensure appropriate resources are available to fully implement policy and continuously review the policy's relevance with respect to legal and business developments.

### **How VWR can help NASPO members meet their sustainability goals**

When you choose to do business with VWR and our suppliers, you can engage in sustainable business practices. Below are ways that VWR can support you meeting your goals:

- Consolidate Orders

VWR's integrated logistics network and award-winning e-commerce capabilities help you to streamline your ordering practices. Consolidating orders helps reduce deliveries which can help reduce emissions/fossil fuels, lower packaging waste, save paper and energy, and may also help reduce receiving costs and freight charges.

  - Consolidate Orders, combine purchases for higher order totals and consider limiting to once per day/week
  - Purchase multiple item packs
  - Increase item lines in a single order
  - Order in bigger quantities
- Order Electronically
  - Ordering and receiving order confirmations/invoices electronically saves paper, decreases order processing time and reduces paper waste
  - Order online: [vwr.com](http://vwr.com) (24 hrs/7 days a week)
  - VWR.com Quote-to-Order process can be used completely paper-free



- Use EDI/XML transmission standards
- Consider choosing products that are energy efficient, ISO certified, recyclable, reusable or made with recycled content products
- Download Literature & Technical Documents
  - Download MSDS, Certificate of Analysis and other technical documentation online from our website to avoid printing and shipping of documents
  - Avoid printing of literature by downloading many literature pdfs available on [vwr.com](http://vwr.com)
  - Sign up for our monthly e-newsletter
- Take Advantage of VWR Customized Services  
Customized VWR Services & Solutions\* to help support your sustainability initiatives:
  - Detrashing
  - Plasticware recovery for recycling/reuse where possible
  - Pipette tip boxes recycling program
  - Cleanroom Garment Recovery
  - Chemical Tracking

*\*Locations vary. Contact your VWR Sales Representative for information and options.*

- VWR Supplier Initiatives

VWR aligns with many manufacturers who have engaged in sustainable business and/or manufacturing processes. Please visit [www.vwrsp.com/sustainability](http://www.vwrsp.com/sustainability), Products and Promotions, for more information on specific supplier products and promotions.

## What VWR Does

While VWR supports our customers' sustainability initiatives, we are also helping to do our part in improving and developing best sustainable business practices. We're making an effort *at certain VWR locations* by:

### *Logistics & Transport*

- Shipping Materials
  - Using shipping boxes made from 15% recycled fiber
  - Using recyclable paper wadding
  - Refining our packing process to avoid use of packing chips
  - Reusing Styrofoam coolers for frozen shipments
  - Recycling cardboard and wood pallets in our warehouses
  - Recycling paper, packing materials, aluminum
- VWR Transport Fleet
  - Leveraging transport capacities of external partners to avoid deliveries with close-to-empty trucks
  - Maintaining alliances with transport vendors (UPS & DHL) who have strong environmental platforms
  - Optimizing our logistics system to consolidate shipments to customers

- VWR Travel Policy
  - Using online conferences via WebEx in combination with telephone conferences helps to reduce the amount of travel

#### *Customer Communication*

- Print Catalog Options
  - VWR uses FSC Certified (Chain of Custody) printer and paper whenever possible
  - Customer choice of paper or cd version of VWR Catalog
- Electronic Marketing Materials
  - Alternatively offering materials as PDF in our PDF libraries on vwr.com
  - E-mails with links to PDF documents instead of paper promotions
  - Print-on-Demand solutions used in order to print only as needed
- Optimized Mailing Database
  - More granular management of customers' interest areas to target promotional material
  - Focused campaigns to reduce print quantity

#### *Energy & Waste Management*

- Energy, Waste Management & Recycling
  - T5 light system enhancements with motion detection to reduce energy consumption
  - Activities to recycle paper, glass, and other material in our warehouses & corporate offices
  - Recycling of printer toner
- Centralization of Computer Servers
  - Centralized computer centers are helping to reduce the need for Server Hardware and required energy and resource to maintain (i.e. cooling)
  - Recent reduction of server count significantly impacted resource consumption

#### **VWR Tualatin Site Wins Recycling and Sustainability Award**

VWR's Tualatin, OR site, recently won a *Recycle at Work* Business Award for its sustainability initiatives. *Recycle at Work* provides free customized recycling assistance to all types of businesses in the Portland metropolitan area. In addition to providing instructions for participants, *Recycle at Work* also assists clients in setting up customized recycling programs.

Tualatin associates have been locally trained and have truly stepped up their recycling efforts since working with *Recycle at Work*, **becoming one of the Portland area's most environmentally conscious companies**. The location had been recycling cardboard for several years, but recently expanded to excess pallet recycling and workspace and lunchroom recycling. Associates are also using different printer settings to conserve paper. They are recycling metals, electronics, hard cover catalogs, plastic bags and shrink wrap with a local company. Because of all their hard work, they have been able to cut their need for garbage pick-up by 50 percent resulting in a yearly savings.

If you have further questions about Sustainability at VWR, please contact us at [sustainability@vwr.com](mailto:sustainability@vwr.com)

**Does your company have a recyclable products program (both for equipment and packaging?).**

**Recyclable Products, Buybacks, trade-ins for obsolete or unusable items**

VWR does facilitate certain programs to dispose of/trade-in obsolete items. These programs are run through, and in conjunction with, our suppliers. For example, Eppendorf North America offers trade-in programs of both pipettors and microcentrifuges, where parts are recycled if appropriate; the unit is disposed of properly or if still functional, is donated to a local high school.

Talk to your VWR Sales Manager for more information.

**Does your company have a program for buybacks or trade-ins or other incentives for obsolete or otherwise unusable items?**

**Recyclable Products, Buybacks, trade-ins for obsolete or unusable items**

VWR does facilitate certain programs to dispose of/trade-in obsolete items. These programs are run through, and in conjunction with, our suppliers. For example, Eppendorf North America offers trade-in programs of both pipettors and microcentrifuges, where parts are recycled if appropriate; the unit is disposed of properly or if still functional, is donated to a local high school.

Talk to your VWR Sales Manager for more information.

#### **4.9 (E) LOCAL BUSINESS SUPPORT/MWBE/DBE**

NASPO encourages the involvement of local businesses, as well as minority, women-owned and disadvantaged businesses. Describe any programs that your company currently has in place in support of these organizations; and whether and how the resulting contract would or could be incorporated into the program(s).

VWR Supports the use of Small and MWBE businesses in two approaches.

- As a reseller – VWR has many SBE's and MWBE that we work with. This partnering and mentoring relationship is most predominate in the Federal Arena, but exists in all customer segments. These relationships range from simple resellers to fully integrated SBE/MWBE partners.

In these integrated partnerships we coordinate logistics, material planning, and e-commerce integrations where the final customer uses a double punch out system for ordering. The customer punches out to the Small Business portal then punches into our system. They search our catalog then pull the product info into the SBE's system with

creates an order for the customer. Just about any kind of solution can be supported through the partnering arrangements

- Suppliers – VWR also supports and tracks our supplier partnerships. The following explains our Supplier Diversity program.

#### **VWR International Supplier Diversity**

VWR International's Supplier Diversity program is committed to contributing to a sustainable competitive advantage in the markets we serve by integrating minority, women, veteran owned, disabled-owned, 8A and HubZone businesses into our strategic sourcing process and providing these businesses with a solid foundation for building capacity to capture significant growth opportunities.

#### **Our Commitment**

At VWR International, we are deeply committed to supplier diversity. VWR International affords historically underrepresented businesses the maximum practicable opportunity to do business with VWR International.

#### **Customer Benefits**

We recognize the importance of meeting supplier diversity goals. Our program provides quality products & services in every category from chemicals to equipment, instruments and consumables.

Save time and money - We've located products & services that meet diversity requirements for you. There are more than 50,000 items available from certified diversity suppliers. Additionally, more than 690,000 products are available from small businesses that meet VWR International's quality standards.

We keep track - We offer solutions to help our customers meet their purchasing requirements. Every day organizations commit to actively foster a diverse supplier base that can add value to their businesses and help achieve long-term growth objectives through viable Supplier Diversity Programs. In keeping with this commitment, VWR International customers are requesting supplier diversity reports in order to manage compliance, monitor progress, and meet specific procurement program goals with minority, woman, and/or small businesses. As part of our value-added service, we are able to generate Diversity Reports. If you have questions or would like to request diversity reporting please contact your Account Manager or Customer Coordinator.

#### **Supplier Requirements**

All participants in the Supplier Diversity Program meet our stringent criteria. Each supplier must be a U.S. citizen who satisfies the ownership requirements as small, woman, minority, veteran, hub zone, disabled, or a disadvantaged individual and/or group. The diversity principal business owner must own, control, and operate 51% of the business and be certified.

#### **Examples of acceptable certifying agencies:**

- Small Business Administration (SBA) (8a)
- National Minority Supplier Development Council (NMSDC)
- Women's Business Enterprise National Council (WBENC)

- Women & Minority Business Enterprise Clearinghouse (WMBEC)
- National Women Business Owners Corporation Network (NWBOC)
- Municipal or State Purchasing Departments

To obtain information on these agencies and their certification process, visit their website.

#### **Acting on Our Commitment**

In addition to providing diversity suppliers for our customers, we are dedicated to diversity within the VWR International organization.

## **4.10 COST**

### **4.10.1 (M) PRICE LISTS and CATALOGS**

Provide one hard copy and one electronic copy of both your latest Catalog, as well as your currently effective, nationally published Price List. You may comply with the requirement for an electronic version by providing temporary access to a searchable electronic version of your Catalog and Price List.

VWR acknowledges the above statements.

**4.10.2 (M)** For Band 1, the State is interested in a **full line supplier of laboratory equipment and supplies which can provide its full line to ALL NASPO states**. The State reserves the right to reject a Proposal for Band 1 if that Proposer's Price List does not include at least 95% of the items chosen by the State for purposes of proposal evaluation of Band 1.

VWR acknowledges the above statements.

**4.10.3 (M)** For Bands 2 – 5, the Proposer must offer a full line of laboratory equipment and/or supplies within the Band it provides a response for. The State reserves the right to reject a Proposal for any Band for which a Proposer's Price List does not include at least 95% of the items chosen by the State for purposes of evaluating the Band.

VWR acknowledges the above statements.

**4.10.4 (ME) DISCOUNTS:** Submit discounts from your standard price list for THE ENTIRE SPECTRUM OF ITEMS OFFERED (all items in the catalog(s) and price lists for the Band you are responding to). The nature of your response must allow the State to apply the discounts offered to the current list prices in order to calculate net price to the State for any items in the current price list. If the manufacturer's product discounts vary by category, include the various product category discounts. You must submit discounts for ALL product codes in your PRICE LIST (or state that there is no discount for an identified product code).

VWR acknowledges the above statements.

### **4.10.5 (E) VOLUME DISCOUNTS:**

Additional volume and other price discount options are invited, which can distinguish between individual order minimum quantities, cumulative volume discounts, and other discount terms

that may be defined by the proposer. Extensions of additional discounts are not required but may be evaluated if offered.

VWR acknowledges the above statements.

**4.10.5.1 Cumulative Ordering Volume Discounts:** Proposers are invited to identify additional percentage discounts if total cumulative ordering volumes (by all Ordering Entities) exceed an amount specified. If the volume of total orders exceeds that amount in any quarter, the offered discount will apply to future orders during the term of the contract.

VWR acknowledges the above statements.

**4.10.5.2 Volume Discount for Minimum Order Quantity:** Proposer is also invited to propose discounts for minimum order quantities. Ordering Entities may consolidate purchases in order to take advantage of any volume discount extended by vendor for minimum orders, as long as a single delivery location is specified at the discretion of the Ordering Entity.

VWR acknowledges the above statements.

**4.10.6 (E) ADDITIONAL DISCOUNTS:**

Indicate where any additional/separate discounts are available, based on large quantity purchases, etc. Additional discounts are not mandatory, but may be evaluated, if offered.

VWR acknowledges the above statements.

**4.10.7 (M) DISCOUNTS TO REMAIN FIRM OR GREATER:** The percentage discount from the Contractor's submitted price schedule is not to decrease for all updates or revisions of Contractor's price schedule during the life of the Contract and any subsequent contract renewals; however, Contractor may increase the discount at any time. New items or replacement products are to be discounted at the same (or greater) rate as similar products or replaced items.

VWR acknowledges the above statements.

**4.10.8 (M) PRICE NEGOTIATION DURING CONTRACT TERM**

Contractor is expected to continuously negotiate with manufacturers to obtain improved discounts and extend improved pricing to Ordering Entities. Contractor must agree to negotiate in good faith to establish ceiling prices or other more favorable Terms and Conditions applicable to future orders during the term of the Contract.

VWR acknowledges the above statements.

**4.10.9 (M) PRICE LISTS & UPDATES:** After contract award, Contractor will furnish a "hard copy" and/or an electronic copy (at State's option) of the price list(s) and periodic updates to the Division of Purchasing. Contractor will also furnish "hard copy" and/or electronic copy (Ordering Entity's option) to all Ordering Entities for which account numbers have been established. Contractor will distribute price lists in a timely manner as they become effective. Price lists may be updated no more often than quarterly. Updates shall be simultaneous for the entire line of products. All price lists and website access/ordering capabilities will be supplied to the Ordering Entities at no additional cost.

VWR acknowledges the above statements.

**4.10.10 (M) PRICE LIST ACCESS:** At any time during the Contract and for a three (3) year period following the end of the Contract, the State reserves the right to request from the Contractor access to and/or a copy of the applicable price list used for the Contract's pricing basis for Contract pricing verification. Failure to provide the requested price list within three (3) business days following the State's request may result in Contract termination.

VWR acknowledges the above statements.

## 5 METHOD OF EVALUATION AND AWARD

### 5.1 PROPOSAL EVALUATION

Proposals will first be evaluated to determine if they meet all mandatory requirements. All responsive Proposals will be evaluated by a committee composed of representatives of the State and other NASPO states, using a point method of award using predetermined criteria for each ME and E item identified in §4, above. Once all responsive proposals have been evaluated and scored, by Band, the sealed Cost Proposals will be opened and scored, as detailed below. Some items within §4 will be weighted and may receive more points than other evaluated items in the same section. The weighting information will not be made available until the evaluation process has been completed. The maximum points for each evaluation category are:

4.6 Experience and References	250
4.7 Customer Service and Support	200
4.8 Sustainability	25
4.9 Local Business Support	25
4.10 Cost	<u>500</u>
TOTAL	1,000

VWR acknowledges the above statements.

#### 5.1.1 Cost Evaluation

For purposes of cost evaluation, discounts offered by Proposer pursuant to §4.10.4 et seq., above, will be applied to the Proposer's Price List, required by §4.10.1.

The items used for purposes of Cost evaluation will be a representative sample of items purchased by public entities utilizing the current WSCA and NASPO lab equipment and supplies contracts, from the four latest Quarterly Usage Reports received from the current contractors; as well as a representative sample of items commonly procured by public entities for laboratory use.

For purposes of proposal evaluation, the State will use a pricing structure based upon the packaging historically purchased. For example, if a majority of a particular item has been purchased by Packages of 12 each, the state will use the price of the proposer's similar packaging unit (PK of 12 or CS of 12) for purposes of proposal evaluation. Should a proposer fail to offer a particular item, or equal item, the State reserves the right to use the highest price proposed by another proposer as a price for the item in order to calculate the Grand Total Price for purposes of proposal evaluation/price comparison.

Failure by a proposer to indicate a discount percentage for an item in the proposer's catalog or price list may be cause for rejection of the proposer's offer or may be cause for the State to evaluate the item at the current catalog list price.

Note: If the proposer is not an authorized distributor for a particular item chosen for purposes of



proposal evaluation, an "equal" product line may be chosen by the State for evaluation. Otherwise the specified product line must be available. It is not the intent of this paragraph to allow a vendor to offer an "equal" item or product line if the item or product line chosen for evaluation is available.

ITEMS to be evaluated for Band 1 *may* include but are not limited to:

Chemicals, Acids, Alcohols, Solvents, Reagents, pH Supplies & Solutions, Clothing / Protective Equipment, Eye Protection, Gloves & Lab Apparel, Membrane Filters, Filters, Analyzers, Balances & Weighing equipment, Waterbaths, Cabinets, Incubators, Circulators, Burners, Centrifuges, Evaporators, Glassware products, Bottles, Vials, Microscope Slides, Pipettes & Pipette Tips, Cylinders, Hot Plates & Stirrers, Microscopes, pH Selective Ion Apparatus, Power Supplies, Refractometers, Shakers, Spectrophotometers, Thermometers, Water Purification Equipment, Bags, Cleaning Supplies, Corks, Filtration Products, Frame Rods, Clamps & Clamping Systems, Labeling Tape, Labels & Dispensers, Glass & Plastic Petri Dishes, Plasticware, Rubber Stoppers, Sterilizers, Tubing, Brand Name Equivalent Products, Laboratory Media, Test Kits, BBL and DIFCO products as well as parts and accessories for the above equipment.

ITEMS to be evaluated for Bands 2 – 5 may include *any* items within the Band being evaluated, which are utilized by public entities for laboratory use (subject to the unit price limit of \$75,000).

VWR acknowledges the above statements.

**5.1.2** The Proposer with the lowest Total Cost (for a Band), based on the Representative Sample of Items evaluated for that Band, will receive all 500 Cost Points for that Band. Other Proposers within the same Band will receive a portion of the Total Cost Points based on the following formula:  $\text{Lowest Total Cost for Band \#} / \text{Other Proposer Total Cost for Band \#} \times 500$ .

VWR acknowledges the above statements.

**5.1.3** Once the Cost Points are calculated for each Band, the points for \$4 will be totaled with the Cost Points, and the Proposals will be ranked by Total Points, by Band.

VWR acknowledges the above statements.

## **5.2 AWARD**

Award will be made to the high point responsive responsible Proposer(s), by Band (1 – 5), in accordance with the Evaluation Method described above. The State may make multiple awards for each Band, at its discretion; and may choose not to award one or more Bands, in the best interest of the State. Bands 2 – 5 may also be awarded by region. If multiple awards are made, Idaho state agencies will utilize the contracts in accordance with Idaho Code (I.C.) 67-5718A.

VWR acknowledges the above statements.

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**6 ADDITIONAL TERMS AND CONDITIONS**

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**6.1 ADDITIONAL MANUFACTURER DISCOUNTS**

For contract items, the Contractor agrees to allow any particular Ordering Entity to accept additional discounts offered by a Manufacturer for whom the Contractor is a distributor if those discounts will result in a lower net price to the Ordering Entity. The Contractor agrees to furnish these items under the terms and conditions of the Contract but at the lower net price as agreed by the Manufacturer and the Ordering Entity.

VWR acknowledges the above statements.

**6.2 PRICE CHANGES**

**6.2.1** Price decreases or discount increases are permitted and encouraged at any time. Price reductions announced by a manufacturer are to be applied at the time of the announcement for the products that have not yet been delivered to the Ordering Entities.

VWR acknowledges the above statements.

**6.2.2** All discounts offered will remain firm or higher during the term of the contract.

VWR acknowledges the above statement.

**6.2.3** Contractor may request a price increase no more than once per Contract year by submitting a request to the State at least 30 days prior to the end of the then current term. Price increases must be calculated from the published price list, and may only be requested in accordance with changes made by the manufacturer or distributor in their established, nationally distributed price list or published catalog. The State reserves the right to accept or reject any proposed price increase. A price increase will not be effective until approved, in writing, by the State.

VWR acknowledges the above statements.

**6.3 AUDIT RIGHTS**

The Contractor agrees to allow State and Federal auditors and State purchasing staff access to all the records relating to this Contract, for audit, inspection, and monitoring of services or performance. Such access will be during normal business hours or by appointment.

VWR acknowledges the above statements.

**6.4 CHANGE IN CONTRACTOR REPRESENTATIVE**

The Lead State Procurement Officer, at his/her sole discretion, may require a change in Contractor's Named Representative by giving written notice to Contractor.

VWR acknowledges the above statements.

## **6.5 TERMINATION**

### **6.5.1 Termination of Contract**

The Contract may be terminated by the State as provided in the State's Standard Terms and Conditions, and as may otherwise be provided in this RFP.

VWR acknowledges the above statement.

### **6.5.2 Termination of Participating Addendum**

Participating Addendums may be terminated by the Participating Entity for lack of funding, or for failure of the Contractor to perform in accordance with the terms of the Contract and/or the Addendum, and as otherwise designated in the Entity's Participating Addendum. There is no penalty or restriction upon the State, or Ordering Entity, in the event of cancellation due to lack of funding.

VWR acknowledges the above statements.

## **6.6 AVAILABLE FUNDS**

Financial obligations of Ordering Entities are limited to the order(s) placed by the Ordering Entity, as well as on the Entity having available funds. Participating states incur no financial obligations or other liability on behalf of political subdivisions.

VWR acknowledges the above statements.

## **6.7 RECORDS MAINTENANCE**

Contractor shall maintain or supervise the maintenance of all records necessary to properly account for all payments made to the Contractor pursuant to the Contract. These records shall be retained by the Contractor for at least three (3) years after the Contract terminates, or until all audits initiated within the three (3) years have been completed, whichever is later.

VWR acknowledges the above statements.

### **List of Attachments:**

- 1 Historical Data
- 2 NASPO Terms and Conditions
- 3 Public Agency Clause
- 4 NASPO Reporting Requirements
- 5 Report Format
- 6 Reference Questionnaire

